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Board of Trade Journal

THE UNIVERSITY OF MICHIGAN
JUL 1 1965
PERIODICAL READING ROOM

me 188, No. 3559 Published by Her Majesty's Stationery Office 4 June 1965 1s. 6d. net

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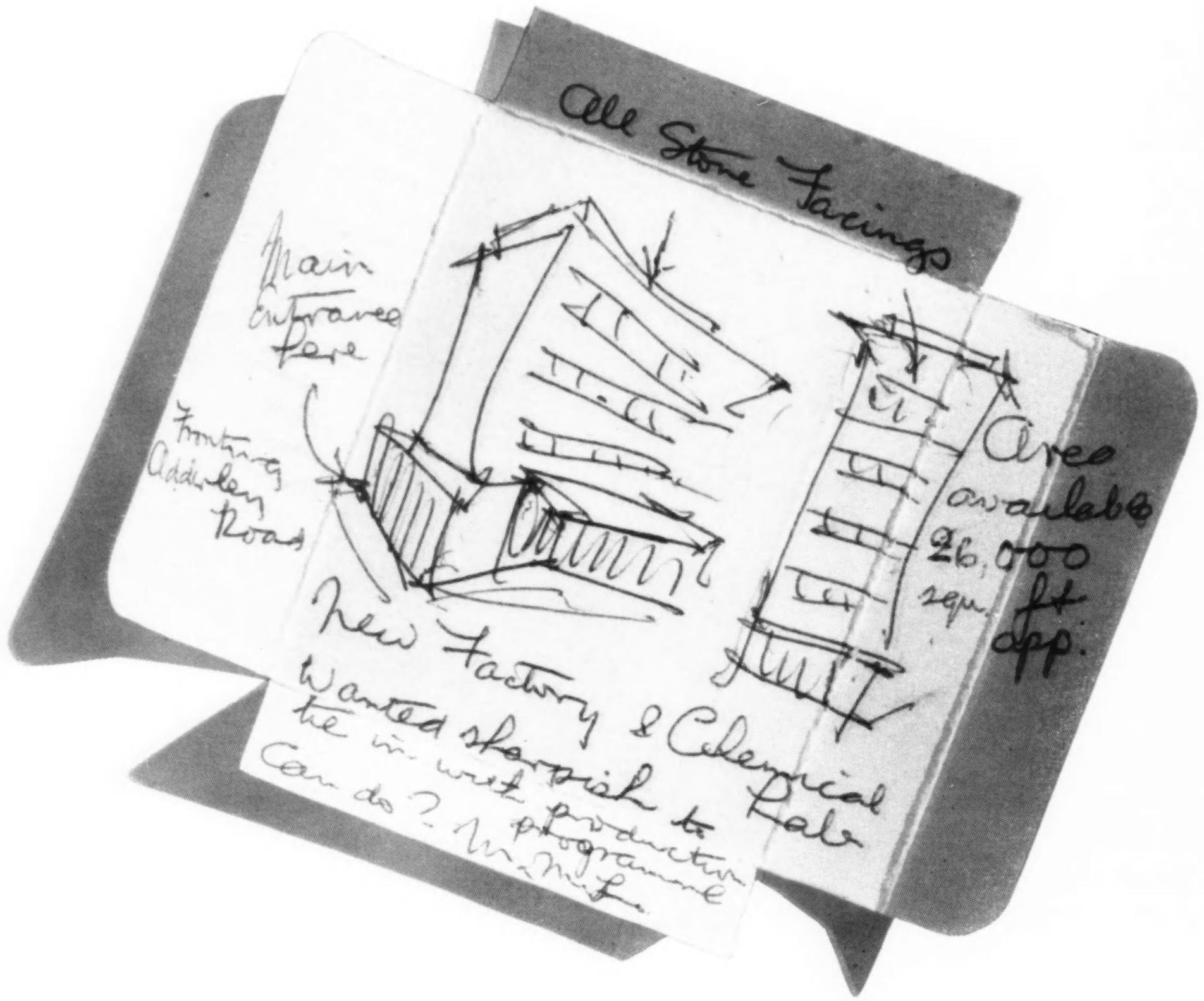

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Board of Trade Journal

VOLUME 188, NO. 3559, PAGES 1233-1284
4 JUNE 1965
PRICE 1*s.* 6*d.* NET, SUBSCRIPTION INCLUDING POSTAGE £4 12*s.* 6*d.*

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Front cover photograph

An explosive charge sends up a pillar of water in the North Sea during a seismic survey conducted for the Gas Council-Amoco Group. One of the ships lays the charges while the other explodes them and records the shock waves which bounce off the sea-bed and reveal the pattern of the underlying strata. The Gas Council-Amoco Group was set up early in 1963 and has been granted five licences covering 36 blocks and representing 3,600 square miles of the North Sea in the search for gas and oil. The area ranges from Peterhead in the North of Scotland to off the Norfolk coast. One of the largest and most expensive drilling rigs ever is built for the Group by John Brown and Co. (Clydebank) Ltd., and will start operating early next year. An article on the North Sea search for gas and oil appears on pages 1235-37 of this issue.

SUBSCRIPTIONS, ADVERTISEMENTS, REPRINTS

The *Board of Trade Journal* is published weekly by HM Stationery Office, price 1s. 6d. (annual subscription £4 12s. 6d. including inland or surface but not air postage) and is obtainable directly from the following addresses: York House, Kingsway, London, W.C.2; 423 Oxford Street, London, W.1; 13A Castle Street, Edinburgh, 2; 39 King Street, Manchester; 35 Smallbrook, Ringway, Birmingham, 5; 109 St. Mary Street, Cardiff; 50 Fairfax Street, Bristol, 1; 80 Chichester Street, Belfast; or through any bookseller.

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Subscriptions and sales inquiries should be addressed to the publishers at any of the above addresses.

Editorial communications should be addressed to the Editor, *Board of Trade Journal*, Room 227A, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2654).

The views expressed in contributions to the Journal emanating from other than official sources are not necessarily those of HM Government.

Advertisements. Inquiries from the London Postal Area concerning the insertion of advertisements should be addressed to HM Stationery Office, Room D.94, Atlantic House, Holborn Viaduct, London, E.C.1. (City 9876, Ext. 147). Inquiries from other parts of the United Kingdom should be addressed to Cowlishaw and Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon St., London, E.C.4. (Tel. City 3718).

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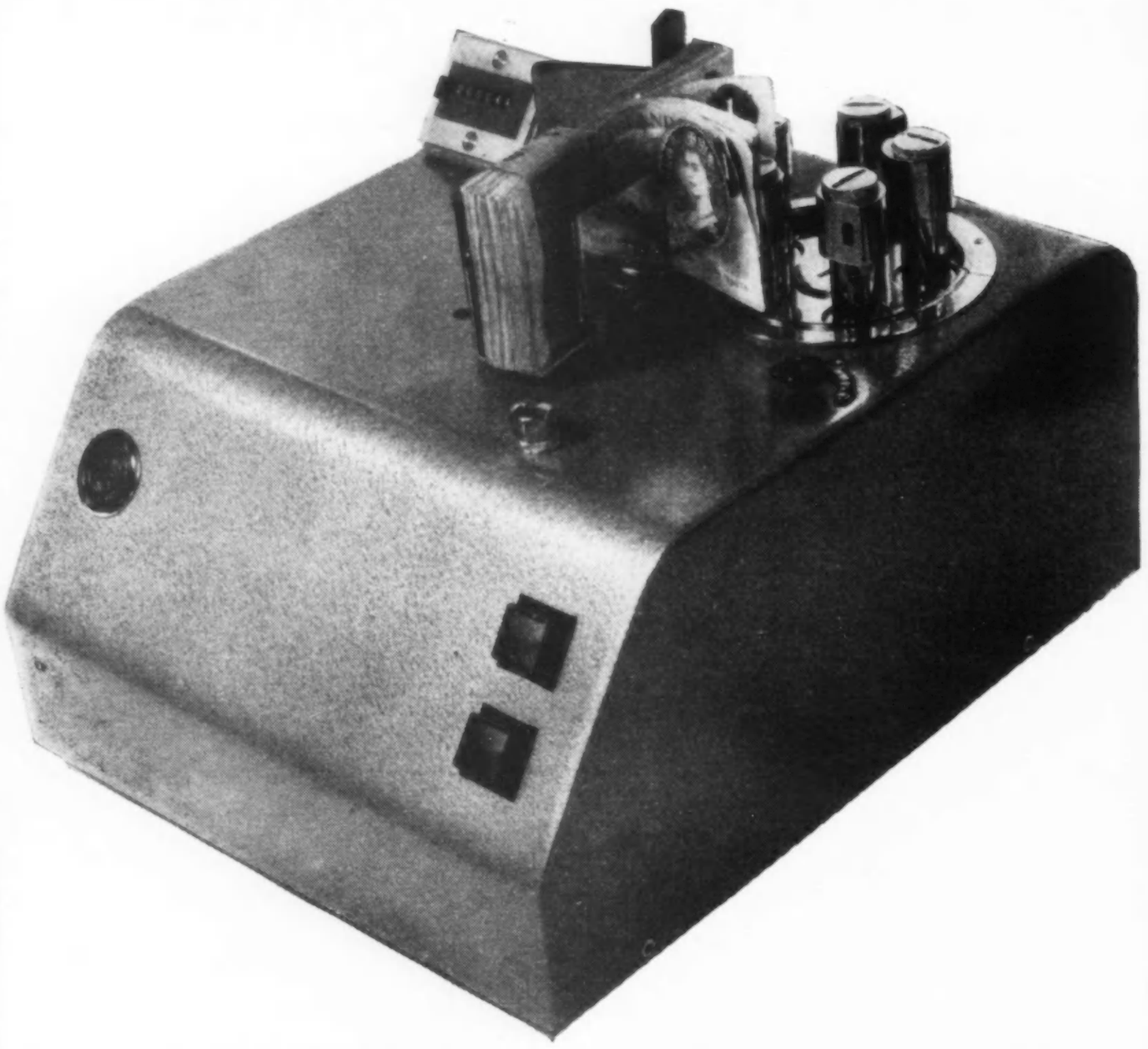
Reprints of articles. Reprints from the *Board of Trade Journal*, which should be ordered within one week of publication, cost £3 0s. 0d. per page (or part) for 250 copies. (Larger quantities 5s. 0d. per page for each additional 125 copies).

Orders for reprints should be addressed to the Director of Publications (P.12), HM Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1.



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Operation North Sea

by LIEUTENANT COMMANDER TREVOR BLORE

This week the first of several British rigs will begin drilling through the bed of the North Sea to search for oil. The effects on British industry of this potentially enormous commercial venture are discussed below.

BRITISH INDUSTRY is beginning to feel the first effects of the greatest commercial venture ever launched in the European region – 'Operation North Sea.'

This is the colossal international treasure hunt for petroleum and its associated energy source of natural gas deep beneath the bed of the North Sea, which is now entering the crucial drilling stage.

Geologists have long considered that the rock formations under the North Sea were indicative of important oil deposits, theorizing strengthened by the development of comparatively small oilfields in Holland and West Germany and minor deposits in the English Midlands, as well as small natural gas fields in Yorkshire and South-east Scotland. But the present bid to find, develop and market North Sea oil was triggered by two important events of the past five years.

First was the discovery in 1959 of a big natural gas field in Northern Holland which turned out to be one of the largest in the world. Geologists were quick to deduce that the deep rock formations which housed this gas might well extend under the sea to the British coast.

Second was the entry into force last year of the Continental Shelf Convention, an international instrument to define a government's rights to exploit natural resources on and beneath the sea-bed in comparatively shallow waters adjoining its coasts.

British rights in the North Sea

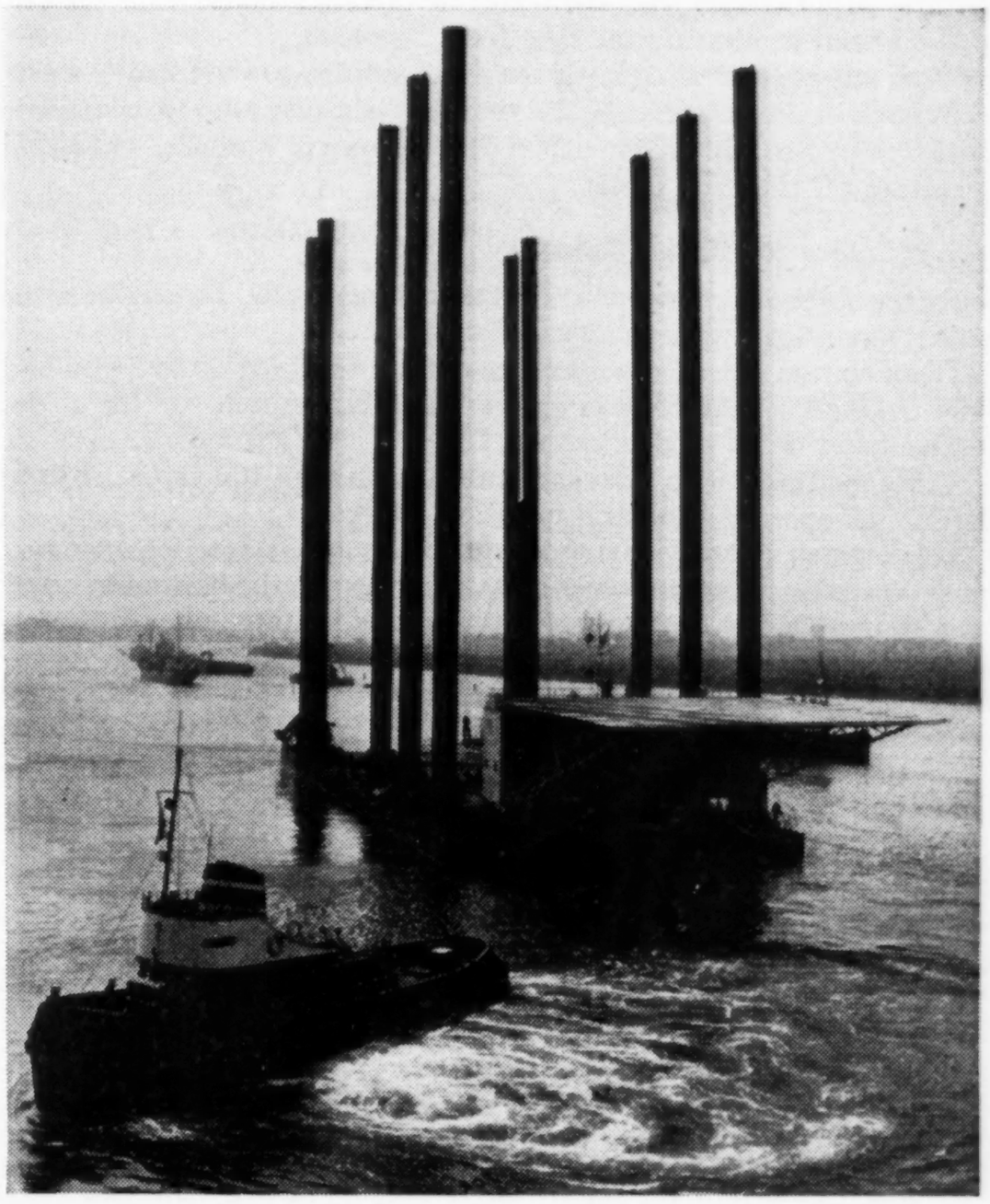
Under this Convention, Britain found herself with rights over practically half the bed of the North Sea, and the Government lost no time in capitalizing on this new asset – a good jump ahead of the West European riparian nations. In May 1964, the Ministry of Power published the regulations under which it would issue licences to explore for petroleum in the 100,000 square miles of the North Sea constituting Britain's 'Continental Shelf.'

Mr. Frederick Erroll, then Minister of Power, told a Press conference in London on that occasion: 'The decision of the Government to ratify the Continental Shelf Convention and to encourage the exploration of the North Sea as a possible source of oil and natural gas may emerge as a turning point in the economic development of our country which could, in fact, amount to a new industrial revolution.

'No one knows with certainty what hidden resources lie under the North Sea, but it is evident from the activities in exploration undertaken and planned by the oil companies that they believe the possibilities are considerable. It is also significant that engineering and shipping interests are preparing to play their part in this venture into the unknown.'

Mr. Erroll was referring to the extensive geophysical surveys in the North Sea, particularly in the British area, into which major oil companies had already poured the best part of £1 million – surveys which are still continuing.

The Ministry had gridded the British area into blocks of approximately 100 square miles each for licensing purposes, and last September the first major allocation of licences was announced. By the beginning of this year 53 licences had been granted to interests representing more than 50 companies, including major oil, industrial and financial concerns of Britain, North America and European countries. These licences allocate blocks to a total of approximately one-third of the



'Sea Gem', British Petroleum's first drilling platform, arriving at Middlesbrough for alterations at Smith's Docks to equip it for North Sea service. The drilling rig built at Middlesbrough is 136 *ft. high from the derrick floor and has a base area of* 900 *sq. ft. The ten self-elevating legs shown in this picture support the equipment on the sea bed and the total weight is about* 5,600 *tons.*

whole British area of Continental Shelf. They were granted on the basis of work programmes submitted by the companies or groups which call for the expenditure of some £80 million on the oil quest over the next six years.

Even this investment, which will largely accrue to British industry for supplies, does not represent the total cost of the North Sea oil hunt.

British participation in this operation is spearheaded by British Petroleum (BP), but includes such other important interests as the Gas Council, Burmah Oil Company, Imperial Chemical Industries and Rio Tinto. British interest is also substantial in the combined Shell-Esso operation covering Dutch and American interests as well.

Armed with their Government licences, the oil-seekers are now approaching 'the moment of truth', as a Spanish matador might express it. The geologists have said that large oil deposits seem likely below the

North Sea. But only the diamond-faced drill biting down thousands of feet under the sea-bed, at a cost of £5,000 to £6,000 a day, can determine the truth of the predictions.

First into the drilling field was a combination of the American oil interests Texaco and Standard Oil which, with the chartered mobile oil rig 'Mr. Cap' standing in 80 feet of water on the Dogger Bank, in the middle of the North Sea, drilled their first test well through the winter months. This effort, estimated by experts to have cost anything up to £1 million has apparently yielded no fruits except information – which the companies carefully keep to themselves.

Now 'Mr. Cap' has been taken over on charter by the Anglo-Dutch-American combination of Shell and Esso to drill their first test well in the Dogger Bank region.

BP's programme provides for their first rig to come into action about 40 miles off the estuary of the Humber this month. Their first effort is being made with a civil engineering work barge leased from George Wimpey and Company Ltd., on which will stand the tall lattice tower of the actual drilling rig brought from Trinidad.

Other sea-going drilling rigs are expected to be towed from overseas fields to British waters during the year, as eight new ones take shape in British shipyards. By this time next year a dozen or more rigs should be operating off the East Coast.

Opportunities for British industry

So, the shipbuilders were the first to feel substantial benefit from the great North Sea treasure hunt.

These man-made sea monsters are costing anything up to £4 million fully equipped. Take for example the one being built for BP at the Harland and Wolff yard in Belfast. This will have a triangular deck, or working platform, with sides measuring more than 100 yards, and the derrick for operating the drill towering 140 feet.

This superstructure will be supported by three huge steel legs standing on submersible pontoons which may either rest on the bottom in water up to some 100 feet deep, or act as stabilizers floating in deeper water, while the structure is moored securely with nine giant anchors. At the site of operations the working platform is raised 80 feet above sea level by giant jacks incorporated in the structure itself.

On this deck will be air-conditioned living accommodation for the crew of 40 to 50 men, large storage space, plant for making fresh water, a helicopter landing deck and a complex system of telecommunications and navigational warnings. The drilling installation will be powered by diesel-electric motors, while four powerful diesel engines will drive the electric generators.

All this will cost some £3,500,000.

Another major British operator, the Shell Company of UK in partnership with Esso Petroleum, has two of these mobile rigs building, one by the Furness Shipbuilding Company on the Tees and the other by the Smith's Dock Company at Middlesbrough, where a second rig is being built for another company. John Brown on the Clyde has no fewer than three of these giant rigs to build, while the engineering firm of Dorman Long, heading a consortium of seven major companies which form North Sea Marine Engineering Construction Company, is building the eighth.

On top of these, orders have also been placed for special supply ships to carry the piping and other necessities to the rigs. These are specialized craft, looking like ocean-going tugs up forward, but with a long flat after-deck to accommodate the lengths of piping.

Another company to enjoy the early fruits of 'Operation North Sea' is Marconi International Marine which is supplying packaged communications systems to link the rigs with their shore bases, and also with supply ships and the helicopters which will carry personnel between rig and shore. At the same time, Marconi are providing additional equipment needed by two or three of the Post Office's coastal radio stations to cope with the communications of the fleet of rigs which will soon be at work off the East Coast.

Westland Aircraft will also benefit substantially from the demand for the helicopters to serve the drilling fleet.

British makers of power units, electricity generators, and pumps of various kinds and powers will be among a wide range of industrial beneficiaries of the big oil hunt.

While much of the special piping down which the drills operate may have to be imported in the first instance, there is already a demand for the pipe-like casing of test wells. I understand that Stewarts and Lloyds are supplying some £60,000 worth of such casing for the first Shell-Esso test well now being drilled.

Launching 'Wimbrown One,' said to be the first ship built anywhere specifically for the North Sea oil and gas search, at the Wallsend yard of Clelands Shipbuilding Co. Ltd., on May 3. She is a 700-ton oil-rig supply vessel commissioned by George Wimpey and Co. Ltd., and Brown and Root (U.K.) Ltd. who have set up their own supply bases at West Hartlepool and Great Yarmouth. The ship has been chartered for three years by Shell U.K. Exploration and Production Ltd. and, after fitting out and trials, will sail for the Shell/Esso base at Lowestoft preparatory to starting work supplying Mr. Cap, which is 140 miles off Sunderland. A second supply vessel, 'Wimbrown Two' was launched from the yard of Appledore Shipbuilders shortly afterwards.

And when 12 to 15 of these giant rigs are boring away in British waters, day and night – taking some three months to drill 12,000 to 16,000 feet under the sea bed – the demand for British supplies, from foodstuffs to equipment, will run into millions annually. And this is a long-term commitment. The search for oil or gas might take several years, with odds against a strike running at ten to one against or more. Even with more favourable land drilling conditions, the ratio of dry holes to useful oil wells is nine to one.

The results of a strike

If good fortune provided an early oil strike in the North Sea, several years must elapse before the oil could begin to reach the market. First, the lucky company must determine the amount and quality of the oil deposit they have found, and then comes the drilling of the production wells and their linking into an operational complex. Finally, there is the question of getting the oil ashore by tanker or pipeline. These are all long and costly operations, calling for the investment of still more millions and bringing a further large demand for British engineering products and supplies.

The development of shore bases along the East Coast will also make their contribution to the British economy. John Laing Construction has announced that it will develop a shore base covering more than 27 acres on the south bank of the Tees, near Middlesbrough, to serve the rigs off the coast in that favoured drilling area. This new base will have ample wharf and mooring facilities for supply ships, adequate road, rail, electricity and water services, and a helicopter landing ground. Supplies of casing, cement and the mud needed to feed down the drilling pipe to clear the boring bit are expected to be available on the spot, with 24-hour service.

Shell UK Exploration and Production Limited has been negotiating for base sites at Lowestoft and Hartlepool, and other companies will

The mobile oil-drilling barge 'Triton' operating in rough weather in the North Sea. Built at Wallsend-on-Tyne, 'Triton' was used by NV Nederlands Aardolie Mij for exploration drilling off the coast of The Netherlands in 1961 *and* 1962. *In* 1964 *she was moved to Nigeria to begin operating for Shell-BP Petroleum Co. of Nigeria Ltd.*

be establishing bases at various points along the coast.

The order of expenditure on 'Operation North Sea' was indicated by BP's Annual Report for 1964 which refers to possible expenditure of £7 million during 1965 on drilling operations in the North Sea.

And the Gas Council has pointed out about its Anglo-American group to operate in the North Sea: 'The combined assets of the group, excluding Gas Council resources, exceed 4,500 million dollars.'

These are statements by only two of the 23 companies and groups licensed to take part in the big oil hunt.

All this on the chance of finding a large oilfield under the North Sea, which would eventually cut out the cost of transporting much of the petroleum needed by Britain and Western Europe from distant overseas fields and also relieve this power-hungry region from any political threats to its ever-increasing requirements of Middle East oil.

Probably the greatest beneficiary of a major oil strike would be the British Exchequer, which would enjoy a huge windfall in royalties at 12·5 per cent of the value of the petroleum at the well-head, plus taxation on company profits.

Cheaper gas?

Even the discovery of a large gasfield, like that in Northern Holland could have a dramatic effect on British economy. It is estimated that this could cut the cost of gas for homes and industry to as low as threepence a therm, compared with one shilling to one shilling and threepence a therm (ex works) for the present conventional system of extraction from coal, or the 7·5 pence per therm delivered to Area Gas Board of methane gas from the Sahara, brought to the Thames in special tankers in liquefied form.

Such is the overall prospect of 'Operation North Sea', a huge calculated financial risk based on scientific evidence – which will progressively benefit a wide sector of British industry, win or lose.

THE WORLD AT YOUR DOORSTEP

Copies of the leaflet entitled 'The World at Your Doorstep' *explaining how the External Services of the BBC can help industry in the export drive* (*see* Board of Trade Journal *of May* 28, 1965, *page* 1213) *can be obtained on request from: BBC External Services, Publicity Department, Bush House, London, W.C.*2. (*Tel. Covent Garden* 3456, *Ext.* 2944).

President of the Board of Trade sees Cotton Board

MR. DOUGLAS JAY, President of the Board of Trade, on May 27 met members of the Cotton Board and representatives of trade associations in the industry to discuss cotton textile imports after 1965 (the existing arrangements for the regulation of these imports from a number of developing countries expire at the end of this year). The President had held a previous meeting with the Cotton Board on this subject on November 24 last.

The Cotton Board's views as to how the import situation should be dealt with had been put to him at their last meeting and in subsequent correspondence with the Board of Trade.

Mr. Jay said that the Government had considered the Cotton Board's views and agreed that the structural reorganization now in progress in the industry could be seriously prejudiced by a continuance of the current unsatisfactory arrangements regulating cotton textile imports. They had accordingly decided that discussions should shortly be begun with the Commonwealth and other developing countries which exported cotton textiles to the United Kingdom. The objective of these discussions would be to set a total limit upon imports of these textiles into this country and to limit any future growth to the rate of increase in the United Kingdom's consumption of cotton textiles. A settlement on these lines would, in the President's view, be fair and reasonable both to the British industry and to the supplying countries, particularly in view of the fact that the United Kingdom had long given much greater access for textile exports from developing countries than any other major industrialized nation.

The Cotton Board emphasized the importance attached by British industry to a satisfactory scheme for the regulation of low-price imports over the next few years. The major reorganization of the British industry now in progress had required and would continue to require very substantial capital investment. This would be forthcoming only if the industry could have confidence that its stability during the period of reorganization would not be threatened either by excessive quantities of imports or by their unreasonably low prices. Given this confidence, the Lancashire textile industry would be transformed over the next few years into a highly capital intensive industry, comparable in efficiency with any other in the country.

The Cotton Board, while recognizing the value of the Government's intention to aim at a firm limit upon imports, expressed their great anxiety that the level set for 1966 should not reflect the unreasonable growth during 1963 and 1964. They strongly urged the President to give further consideration to their proposals for dealing with price disruption. The President said that though he could not accept any proposal which involved imposing a duty or levy upon imports from Commonwealth countries, he would certainly consider any other measures which would help to avoid price disruption. The final details of any arrangements for the regulation of imports after 1965 would be settled during the course of the forthcoming negotiations with the supplying countries, and they, in common with the United Kingdom, had a great interest in ensuring that their exports were sold at a reasonable price.

President of the Board of Trade to visit Northern Ireland

MR. DOUGLAS JAY, President of the Board of Trade, will visit Northern Ireland at the invitation of the Minister of Commerce from June 24 to 26.

The President will visit a number of firms in Northern Ireland and one of the Government Training Centres, and will attend a dinner given by the Government of Northern Ireland. He will also travel to Londonderry for discussions with the Mayor.

Export Minister visits Middle East Association

MR. E. C. REDHEAD, Minister of State (Overseas), Board of Trade, was entertained to lunch by the Middle East Association, represented by its President, Sir Neville Gass, one of its Vice-Presidents, Sir Maurice Bridgeman, and some 25 of its members and executive officials, on May 26.

This occasion provided an opportunity for an exchange of views between the Minister of State and the Association.

Export Minister to visit North-west

MR. E. C. REDHEAD, Minister of State (Overseas), Board of Trade, visited the North-west on May 31 and June 1. During his two-day tour the Minister visited firms who are making contributions to exports and will have discussions with local businessmen.

On May 31 Mr. Redhead met the Regional staff of the Board of Trade in Manchester, and later spoke at a luncheon given by the Stockport Chamber of Commerce at the Alma Lodge Hotel, Stockport. The Minister later toured the Mersey Docks to see something of the arrangements for handling goods shipped overseas, and met the chairman and senior officials of the Mersey Docks and Harbour Board.

On June 1 Mr. Redhead called on the Lord Mayor of Liverpool and later on the Mayor of Bootle on his way to visit the Netherton factory of English Electric Co. Ltd. In the afternoon the Minister visited Taverner & Rutledge Ltd., confectionery manufacturers.

Mr. Roy Mason presents shield to South Devon Life-saving team

'This has been an important week for the Merchant Navy, and for all who are concerned with safety at sea. On May 26 many important changes in the rules governing maritime equipment and procedures came into force. These are all directed towards the same objective, namely to increase the safety of those who go to sea and to hasten their rescue if, by some unfortunate mischance they get into difficulties.' This was said by Mr. Roy Mason, Minister of State (Shipping), when he presented the shield for 'the best wreck service of the year' to the Paignton, Devon, Life Saving Apparatus Company, at a ceremony in Paignton on May 26.

Following a resume of the new rules and an explanation of some of the changes in safety standards being made as the result of the new rules and regulations dealing with the provision of radio equipment, life-saving appliances, fire-fighting equipment, and the new International regulations for the prevention of collisions at sea which come into force on September 1, the Minister dealt with HM Coastguard service. He said there were about 540 regular Coastguardsmen. These were supplemented by the coast Life Saving Corps which had about 6,700 members who served on a voluntary basis. In addition to their life-saving duties the regulation Coastguard also carried out certain other duties in connection with the protection of foreshores and the reporting and protection of salvage.

For the Paignton L.S.A. company, 1964 was a most memorable year, he added. They won three cups in L.S.A. competitions. In two of these competitions they were up against every other L.S.A. company in the southern division. But above all they won the shield for the best wreck service of the year. This was their second win of the coveted trophy. Their first in 1924, one year after the introduction of the shield. On that occasion they rescued thirteen members of the crew of a coaster called the 'River Lagan'.

This time, they rescued six members of the crew of the Danish vessel, 'Northwind' after she had gone ashore in Torbay, on the night of December 21, 1964.

'No L.S.A. Company has made greater efforts to achieve perfection than the men of Paignton', said the Minister. 'Before the breeches buoy relay race for the Commander Smallwood Cup was held last year, the company's teams practised the race for an hour and a half every night for six weeks. The result was that they won the cup with the amazing times of 39 and 47 seconds. Clipping thirteen seconds off the record for the best individual team time. In five years' time, the company will reach its centenary.'

TRADING WITH AUSTRALIA

Copies of the illustrated supplement 'Trading with Australia' recently published in the 'Board of Trade Journal' are obtainable free on application to the Board of Trade Library, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 3038).

Lord Rhodes, Parliamentary Secretary, Board of Trade (centre), examines some of the cloth on display during his recent visit to the International Textiles Exhibition, Interstoff, in Frankfurt.

Closer co-operation urged in European patent matters

THE COMMUNIQUE issued on May 24 after the meeting at Ministerial level of the European Free Trade Association Council in Vienna was published in last week's issue of the *Board of Trade Journal* (page 1181).

The following communique was issued in Vienna after the Ministerial meeting of the Joint Council of EFTA and Finland on the following day:

'The Joint Council of EFTA and Finland met in Vienna at Ministerial level on May 25 under the Chairmanship of Dr. Fritz Bock, Federal Minister for Trade and Reconstruction. Finland was represented by Mr. Johannes Virolainen, Prime Minister and Mr. Ahti Karjalainen, Foreign Minister.

'The Joint Council considered and accepted a report by the Secretary-General of the activities of the Finland-EFTA Association.

'Mr. Virolainen stated that Finland agreed to associate herself with the decisions on studies of possible fields of intensified co-operation within EFTA taken by the EFTA Council on May 24 (and recorded in the EFTA communique of that date). Finland would play a full part, as an associate, in these studies.

'The Joint Council discussed European co-operation in patent matters. The Joint Council considers that, both for economic and technical reasons, it is necessary to establish closer co-operation among European countries in the field of patents. It would welcome the opening of negotiations with the purpose of concluding a general Convention centralizing procedures for the granting of patents. It notes the work done by the EEC countries in preparing a draft European Patent Convention and considers that the general framework of the draft constitutes a suitable basis for discussion of a broad international scheme. It has decided therefore to establish a working group with instructions to examine the whole of the problem and to present proposals taking into account current developments.

'The Joint Council received a report from the Chairman on the tenth meeting of the EFTA Consultative Committee which took place in Finland on May 6, 1965.

'At the invitation of the Danish Government, the next meeting at Ministerial level will take place in Copenhagen on October 28-29, 1965.'

'PICK-A-BACK' ARRANGEMENTS FOR EXPORT ASSISTANCE

A booklet, with a foreword by Mr. Douglas Jay, President of the Board of Trade, containing names and addresses of manufacturing firms who have offered to help other firms with export assistance has been published by Export Services Branch of the Board of Trade, in collaboration with the main organizations of British Industry.

Copies may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Reference 987 G.) Tel. City 5757, Ext. 245. (Telex 25977), or from any Board of Trade Regional Office.

ECGD premiums cut 10 per cent

MR. DOUGLAS JAY, President of the Board of Trade, in a statement in Parliament on May 31, announced that the Export Credits Guarantee Department were cutting all premiums on credit insurance for British exports by 10 per cent. At a Press conference afterwards the Secretary of the Department, Mr. A. E. Percival, said that the premium rates for business on up to six months' credit would now average about 5s. 8d. per £100, compared with 11s. 8d. in 1954-55. He explained that the cuts were possible 'in the light of last year's accounts'. These accounts (for the year ended March 31) showed an increase in the provisional balance (excluding interest) on the year's 'commercial' trading from £3.2 million to £5.2 million, related to an increase in business of 14 per cent over the previous year, to £1,243 million.

This increased balance (he explained) arose not from premiums, which were down from £7.3 million to £7.1 million despite the increased turnover, but through a lower figure for claims and an increase in recoveries on earlier claims.

'National interest' business had increased slightly, to £70.5 million, compared with £68.4 million in the previous year; within this total a decline in short-term and medium-term business with particularly risky markets had been more than balanced by an increase in long-term Financial Guarantee business from £12.5 million to £32.6 million.

On commercial account claims payments in respect of failure of buyers, at £2,622,000, had been virtually double those through exchange delays and other political and economic causes, at £1,385,000. This was the third year in succession that buyer losses had exceeded the remainder.

On United States alone claims totalling £514,000 had been paid on account of buyer failures, and on one European country with a healthy economy £169,000 had been paid. On the United States the underwriting account was at present running at an appreciable loss. Mr. Percival concluded that a high rate of business failure in the more-developed countries was now endemic. ECGD were, of course, always striving to improve their information and underwriting techniques to avoid unsound business, but, he added, 'our function is to support all trade which offers reasonable prospects rather than to confine ourselves to the cream of the business; we shall certainly not seek to limit such losses by any general tightening of our standards, which could only involve us in turning away much useful trade'.

Mr. Percival referred to the increasing incidence of inter-governmental arrangements for staving off exchange failure by means of loans and rephasing operations. 'Without such operations we should certainly have been involved in larger Latin American claims.' In fixing premiums ECGD were now obliged not merely to assess the strength of a market's economy, but the chances it had of winning international financing and rephasing in the event of economic failure.

The Department had continued to support the export trade in any sound market 'in any goods for which export licences are granted, and on whatever terms are appropriate for the business concerned.' Under this policy ECGD had continued to insure business with Cuba, and Financial Guarantees had been available for the Soviet Bloc and had been concluded during the year for contracts totalling over £60 million.

In his full statement Mr. Percival said:

'From a promotional and a trading point of view the past financial year has been a good one for ECGD. The volume of commercial business (at £1,243 million, provisional) was 14 per cent up on the previous year, and the provisional balance on the year's trading (excluding interest) was £5.2 million, compared with £3.2 million in the previous year.

Commercial results

The increased balance arises not from premiums which are down from £7.3 million to £7.1 million (provisional) despite the increased turnover – but through a lower figure for claims and an increase in recoveries mainly in respect of delayed transfers from previous years. In addition to the balance on current items, interest of £2.8 million was credited for the year, being mainly notional interest on the accumulated balance from previous years.

The cumulative notional balance now stands at £54.7 million. Total liabilities have increased during the year from £930 million to £1,063 million.

National interest results

Business transacted under the 'national interest' account increased slightly, from £68.4 million to £70.5 million (provisional): within this figure there was a decline in short-term and medium-term business with particularly risky markets or involving other special risks, but this was more than balanced by an increase in long-term Financial Guarantee business, from £12.5 million to £32.6 million. The trading balance rose from £2.7 million in the previous year to £5.8 million (provisional), and the cumulative balance from £10.3 million to £15.9 million (provisional). These increases were largely due to a sharp rise in premium receipts for new Financial

Campaign to advertise Government services for exporters

We can help you profit from new markets overseas.
Call EXPORT INTELLIGENCE
- and get the vital facts, key contacts and individual guidance you need–for the price of a telephone call

A major advertising campaign to publicize Government services for exporters has been launched in the national and local Press in recent weeks and will later appear in the trade and technical Press.

The slogan of the campaign is 'Call Export Intelligence' and is mainly directed to management concerned with overseas trade. Telephone calls are invited for

1. Guidance on individual export problems
2. Information on the most likely market(s) for product(s) overseas
3. Introductions to potential agents and buyers
4. Help with overseas business visits
5. Status reports on foreign firms
6. Information on Tariff and Import regulations
7. Details of overseas contracts out for tender
8. Help and advice on participating in Trade Fairs overseas
9. Assistance in finding licensees abroad
10. Information on how to market and advertise abroad
11. Investigation into product suitability for foreign tastes and customs
12. Help with overseas publicity (through Central Office of Information).

Special telephone lines and staff have been installed at the Board's Export Services Branch and regional offices to facilitate the handling of inquiries. The telephone numbers are given below:

HQ: London CITy 9633 Telex 25977

Belfast (Ministry of Commerce) Belfast 28271 Telex 74578
Birmingham MIDland 8221 Telex 33702
Bristol 294821 Telex 44214
Cardiff 65426 Telex 49203
Glasgow CITy 2855 Telex 77583
Inverness 30867/8
Leeds 20485 Telex 55265
London (South Eastern Counties) TATe Gallery 4355 Telex 25991
London (Eastern Counties) TATe Gallery 6271 Telex 25991
Manchester DEAnsgate 9321 Telex 66104.
Newcastle 27575 Telex 53178
Workington 3788

Guarantees. These jumped from £1.6 million to £4.8 million. Risks under these Guarantees have barely begun to run.

Recent improvements

The knowledge that our business was buoyant has enabled us to go ahead with several improvements in cover in recent months. Last month the President of the Board of Trade announced that the percentage of loss covered on the insolvency or default of a private buyer would be increased from 85 per cent to 90 per cent. This, of course, reduced the exporter's share in the risk by one-third and is cumulatively of real importance to exporters as regards both risk-taking and the financing of their exports. The change was possible in the reasonable expectation that in the conditions of price competition today the exporter is still going to behave responsibly if he is at risk for 10 per cent of his credit.

We have also extended the scope of our direct Bank Guarantees, the possession of which is the key to finance from the banks at 5½ per cent fixed interest. In February we halved the minimum contract value to qualify – from £100,000 to £50,000 – and last month we made them available for business on two years or more credit – instead of three. These starting points are necessarily arbitrary. It may be found practicable and desirable to lower them: this is a matter which we are exploring in the light of our current experience. It would, of course, remain to be seen whether the banks would follow us any further down the scale with their fixed interest scheme – which is, after all, based on some reasonable presumption that current interest rates tend to average out over a sufficiently long period.

We also increased the percentage of finance covered by these Bank Guarantees from 90 per cent to 100 per cent, and halved the charges for them.

Other improvements have been of a more technical nature. We have now agreed with several European credit insurers a mutual scheme for insuring a main supplier who may be incorporating in his main contract a substantial amount of goods or work sub-contracted in one of the other participating countries. Contract by contract we should gain on the swings what we lose on the roundabouts: but in general we expect a net gain through the ability of participating countries to offer the buyer a freer choice of components within one main contract.

We have installed a computer which will improve our managerial control in future years; and it has already enabled us to ease export documentation by relieving exporters of the need to calculate premium due to us when they make their monthly declaration of the business which they have committed us to insure.

These improvements already announced do not include any adjustment in ordinary premiums. Over the past ten years our premium rates have been almost halved. As the table shows, the average rate for business on up to six months' credit has dropped from 11s. 8d. in 1954-55 to 6s. 3d. at present.

Average premium per £100 on all business on up to six months' credit

	s.	d.
1954-55	11	8
1955-56	11	2
1956-57	8	11
1957-58	8	11
1958-59	9	7
1959-60	8	8
1960-61	8	7
1961-62	7	9
1962-63	7	7
1963-64	6	6
1964-65	6	3

I think that for most exporters the availability of cover, and dispatch in the conduct of business, are now more important than premium rates; yet any reduction in rates is, of course, a tangible benefit to policyholders. It can also in part be self-supporting, to the extent that it results in a further expansion of our turnover.

Premiums cut 10 per cent

It has been our practice to review premium rates annually in the light of the outcome on the year's trading. In the light of last year's accounts we are now making a 10 per cent cut across the board in all our premium charges (both commercial and 'national interest') which relate to United Kingdom goods and services. The reduction will apply to contracts (or shipments in the case of shipments cover) made on or after today. Taken with the recent increase in the percentage of cover from 85 to 90 per cent on some two-thirds of our risks, this should cost us something of the order of £1 million on commercial account in the coming year.

The present cuts should bring down the average premium rate for short-term business to around 5s. 8d. per £100. This brings me to the relative costing of our various forms of cover. A business must study the profitability of its various operations and shape its prices accordingly, and we need, therefore, from time to time to adjust the balance of rates in the light of our experience and our view of the risks, so that premiums remain fair as between one exporter and another and as between one class of export and another. It is now four years since we made our last major readjustment, and we are now engaging in a fundamental review of our current costing on the various forms of cover. This is a complex business since it involved estimates of future risks as well as the analysis of past accounts. This review will take several months: when it is completed our Advisory Council will consider whether any adjustment of rates is called for.

Benefits of increased business

For the short-term field the broad relation between our premium rates and the volume of our business is worth noting: in the period over which our premiums have been almost halved the proportion of British exports we insured has doubled. Not only does a wider range of business provide for a fuller functioning of the insurance principle of spreading risks, but the incidence of overheads on the individual policyholder is reduced. The largest item of management overheads is the cost of our status investigation and records. It is the first vetting of a foreign buyer that takes the bulk of the time and money; thereafter the information is on file and the answer to any other policyholder quick and easy.

I mention this because results appear to confirm the principle on which we have operated since 1930; that our business should be kept self-supporting by seeking business and by keeping premium low enough to maximize the inflow of further business. One element in this policy has of course been our insistence on securing at least a fair spread of the exporter's business for insurance. There have always been some exporters who have felt that our insurance should be available for the insurance of individual transactions on which they presumably had special misgivings. They have usually conceded that they would expect to pay higher premiums for this. We have always felt that it would be an uneconomic and wasteful use of skilled staff if we engaged in such an abortive operation; for we have been convinced that once premiums had been set for individual items (on which the exporter's anxiety to insure must have put us 'on inquiry') the advantages of our general system of insurance would have been so apparent that

Text of the President's statement

THE STATEMENT made by Mr. Douglas Jay, President of the Board of Trade, in Parliament on May 31, was as follows:

'From today the Export Credits Guarantee Department's premium charges for the insurance of suppliers' credits and financial guarantees for British exports are being cut by ten per cent. This reduction has been made on the recommendation of the Advisory Council. It will not apply to policies covering external merchanting trade in non-British goods. It is made possible by the healthy state of the Department's finances, and is expected to result in further development of the Department's business.

'I am sure that the House will welcome the improvement in the Department's facilities achieved over and above those I announced on January 27 and in the Budget Debate on April 8. The Bank Guarantees for financing exports were then extended to a wider field both in terms of size of contract and of length of credit, and the charge for them was halved. The industries affected have welcomed these improvements as a substantial aid: and the shipbuilding industry in particular has benefited greatly with a large increase in orders from overseas.

'The reduction in premium charges, announced today taken together with the increase in the percentage of normal cover from 85 per cent to 90 per cent, represents a substantial reduction in ECGD's premium charges and therefore a cheapening of its services to exports. We are continuing to explore further ways in which the services of the Department can be improved.'

The President also referred to the publication by the Board of Trade of the booklet on pick-a-back arrangements to assist smaller firms to export (See notice on page 1238).

the exporter would have chosen the standard cover or gone without. Even under our present arrangements only some 4 per cent of Comprehensive policyholders choose to insure a group of markets rather than all, and this at premium rates only marginally higher; and many who first insure selected markets change later to whole turnover cover.

These latest cuts should therefore be seen as a further justification for this policy of actively seeking business – a policy which we believe has kept British credit insurance facilities in advance of those in other countries where there has not been this drive for business and where, in consequence, fewer exports are credit-insured.

World conditions

Over the past year the world scene has given us few surprises. No major country has gone suddenly to pieces. On the other hand there have been no striking cures amongst the ailing economies, and as these include several major markets and whole sectors of the world, there has been plenty to engage our concern.

This concern is not adequately reflected in our claims figures owing to the increasing incidence of inter-governmental arrangements – the various 'clubs' – for staving off exchange failure by means of loans and rephasing operations. Without such operations we should certainly have been involved in larger Latin American claims; and yet in assessing risks we are in no position to rely absolutely on such bailing-out operations in the future. In fixing premiums we are now obliged not merely to assess the strength of the market's economy, but the chances it has of winning international financing and rephasing in the event of economic failure. It is not an easy job.

During the year have have improved our terms of cover on ten markets – in six of them by reducing premiums – and imposed restrictions on seven others, in most cases by setting a limit to the amount of business we will insure.

World-wide cover

During the year have have continued to support the export trade in any sound market, in any goods for which export licences are granted, and on whatever terms are appropriate for the business concerned. Under this policy we have continued to insure business with Cuba; on the same principle, Financial Guarantees (involving long-term credit) have been available for Eastern Europe, and the financial year saw the conclusion of eight Financial Guarantees for the Soviet Bloc for contracts totalling over £60 million. This policy of supporting exports without playing favourites has not been without its critics overseas, but over the past year it has been increasingly accepted and a number of countries have adopted our policy. We welcome this as it was never our intention to snatch a trading advantage from these operations – on which, indeed, our competitors were kept fully informed.

Claims analysed

For the third year in succession our claims payments on account of the failure of buyers to pay have exceeded those for other risks, which mainly arise through shortages of foreign exchange in the purchasing countries. In our 'commercial' business, indeed, 'buyer' claims at £2,622,000 were virtually double the 'Government risk' claims at £1,385,000. Taking 'commercial' and 'national interest' business together, 'buyer risk' claims rose from £2.4 million to £3.0 million, whilst Government risk claims dropped from £2.3 million to £1.6 million.

We must conclude that a high rate of business failure in the more-developed countries is now endemic. On the United States – to which one exporter recently complained in the press that our attitude was 'inflexible and incomprehensible' – we paid claims in the last financial year totalling £514,000, and on this market, in fact, our underwriting account is at present running at an appreciable loss. Similarly, on one European country with a healthy economy we paid £169,000.

We are, of course, striving to improve our information and underwriting techniques to avoid unsound business resulting in such claims. But our function is to support all trade which offers reasonable prospects rather than to confine ourselves to the cream of the business; we shall certainly not seek to limit such losses by any general tightening of our standards, which could only involve us in turning away much useful trade.

The past year was an excellent one for the acquisition of new business, and with a fuller and cheaper cover we hope to advance our business at least as much in the current year; in doing so we believe that we shall increase the competitiveness of British exports.

Hints to businessmen visiting the USSR

THE BOARD OF TRADE have published the first booklet on the Soviet Union in their 'Hints to Business Men' series.

The booklet is designed mainly for British exporters proposing for the first time to visit the Soviet Union and seeking to establish contacts with the Soviet buying and selling organizations. Like all others in the series it gives useful factual information ranging from population and languages to currency regulations, hotels and tipping. But there is also advice which may be useful even for those with some experience of dealing with the Soviet Union. There is, for example, a description of the way in which the foreign trade plan and the foreign trading organizations fit into Soviet economic organization and planning, and advice on how to approach a market where most of the forms of market research typical of Western economies do not exist and where the wishes of end-users are not necessarily the decisive factor. Other sections of the booklet describe Soviet practice in such matters as contracts, patents, exhibitions and emphasize the growing importance of licensing arrangements. The Soviet Union is now anxious to buy licences from industrial concerns abroad for advanced industrial goods and processes and to sell licences for goods and processes in which the Soviet Union has advantages.

This booklet appears opportunely. As it mentions, the Soviet Minister of Foreign Trade gave an undertaking at the time of the renewal for a further five years from July 1964 of the Anglo-Soviet Trade Agreement that the Soviet purchasing authorities would continue to increase the scale of their purchases of United Kingdom goods so as to achieve a much closer balance in Anglo-Soviet trade. The 'Hints' give basic information and advice to British exporters who wish to take advantage of this opportunity and gain access to the Soviet market.

British businessmen who intend to visit the USSR may obtain a copy of the booklet by applying to Export Services Branch, Board of Trade, Room F.56, Hillgate House, 35 Old Bailey, London, E.C.4. Tel: City 5757, Ext. 7146, or to any Regional Office of the Board of Trade, or by calling at the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

Exporters for two centuries, the Birmingham firm of Rabone, Petersen & Co. Ltd., recently celebrated their 200th anniversary. Their exports include automobile spares, machine tools, hardware, textiles, builders' supplies and foodstuffs. Goods range from mouse traps to milling machines. In the photograph Mr. Charles E. Horton, warehouse manager (left), checks a consignment for the Caribbean. He has been with the company for 49 years, and Mr. George Millward (right) for nearly 20 years. Birmingham Post photo.

The importance of market research in exports expansion

— *Mr. Austen Albu*

SPEAKING AT a luncheon given by the Market Research Society in London on May 27, Mr. Austen Albu, Minister of State, Department of Economic Affairs said it was clear that the future exports of this country were going to consist more and more of capital goods. So far market research had been heavily concentrated on consumer goods. 'I am told that the relative expenditure is of the order of 7 to 1. I am sure we need a great deal more industrial market research. Too often production orientated management has grown out of touch with the needs of its customers, and this has led to imported goods gaining ground in its markets at home and loss of exports abroad.'

The Minister said that more market research was undoubtedly going to be needed if new markets for exports were going to be opened up, and if British industry was going to be made aware of the needs of our overseas customers. In February, for the first time, a financial contribution was offered by the Government towards the cost of market research overseas. The British National Export Council, which administered the scheme on behalf of the Government, could pay up to half the cost of market research projects which met certain criteria. They had to be, in the first place, collective in the sense that they were carried out on behalf of a trade association or similar body, and that their results made available to all members of the industry concerned. The BNEC had also to be satisfied that the material sought was not already available from existing sources. So far, four projects had been approved for assistance by the BNEC. As the existence of this facility became more widely known the rate of applications would show a marked increase.

'The BNEC is itself a user of market research in connection with its current study of the feasibility of a collective selling organization which would promote the exports of smaller companies which at present do not export or do so only to a limited extent,' he said. 'Pilot studies have been commissioned by two firms of market consultants in selected markets on the West Coast of North America and in West Germany. The results of these pilot studies will have an important bearing on the decision whether to proceed with the scheme for collective selling organization.

'But market research by itself is not enough. It has to be followed up by selling, and here I fear we have not given enough attention to technical salesmanship. I was disappointed to learn on the Continent last week that some very friendly steel works buyers had to complain because the engineers sent to install and service British plant could never speak French. I welcome the growth of Schools of Export Management which are being set up in some of our technical colleges, but I believe that there is a strong case for the training of engineers in Universities and Colleges of Technology in new types of courses combining engineering and commerce and including the learning of at least two foreign languages, not in a literary way but as a form of direct communication for commercial and technical purposes. I know that you, Mr. President, have yourself had to train good engineers in your industry in the art and science of economics. I believe some experiments are being made in the way that I have suggested, but they are too few and more should be encouraged.'

Duty-free shops at airports

THE COMMISSIONERS of Customs and Excise have authorized the opening at certain major airports of shops for the sale of goods, including cigarettes, cigars and tobacco, free of duty and purchase tax. These facilities will be additional to those already existing for the purchase of duty-free liquor at these airports.

When the necessary arrangements have been made, any passenger, whether resident in the United Kingdom or not, leaving these airports for any destination outside Great Britain and Northern Ireland, the Republic of Ireland, the Channel Islands and the Isle of Man will be able to purchase goods in the duty-free shops on production of a boarding card or airline ticket and on condition that they are exported immediately.

Further information may be obtained from HM Customs and Excise, King's Beam House, Mark Lane, E.C.3.

First Resale Prices Act, 1964 cases referred to the Court

ON THE OPENING of the register kept under the Resale Prices Act, in February this year, the Registrar of Restrictive Trading Agreements announced the first 14 cases which he intended to refer to the Restrictive Practices Court. Notices of Reference have now been issued in respect of all of these and the advertisements required by the Rules of Court have been published in the *London*, *Edinburgh* and *Belfast Gazettes* and in *The Times* to enable persons who wish and are qualified to appear before the Court in the proceedings to give notice of their desire.

The Restrictive Practices Court will hear preliminary applications for directions on May 31 in the cases relating to chocolate and sugar confectionery, footwear and baby carriages and on July 20 in the cases relating to wines and spirits; seeds and compound fertilizers; glassware; fruit juices and table waters; watches and clocks; domestic and office furniture. On these applications the Court determines whether any persons who may have given notice are entitled to appear and whether there should be representative respondents.

The Registrar proposes to start another group of cases designed to cover a variety of goods such as may be expected to provide guidance in relation to further cases. These cases will relate to dental goods; electric cooking and heating appliances; foundation garments; cameras and films; binoculars; butane gas and equipment; fountain pens and propelling pencils; domestic metalware; lawn mowers; primary dry batteries; vacuum flasks; metal windows; safety helmets; bed and table linen; handkerchiefs; crown corks; Rust-Oleum.

Notes: The procedure before the Restrictive Practices Court in these cases is prescribed by Rules made by the Lord Chancellor – the Restrictive Practices Court (Resale Prices) Rules 1965.

The 14 cases in which Notices of Reference have so far been issued relate to chocolate and sugar confectionery; footwear; wines and spirits; baby carriages; fruit juices and table waters; glassware; seeds and compound fertilizers; watches and clocks; domestic and office furniture; personal and office stationery; typewriters; cosmetics and toilet preparations; toys and games; radio and television receivers, gramophones and tape recorders. The goods are, of course, more closely defined in the Notices of Reference.

The persons who may apply to appear before the Court (in addition to registered suppliers) are retailers, unregistered manufacturers and wholesalers and trade associations including those representing employees in the distributive trades.

On the preliminary application for directions the Court may if requested order amendment of the Notice of Reference by inclusion or exclusion of any goods.

Lists of registered goods appeared in the *London*, *Edinburgh* and *Belfast Gazettes* on February 12, April 2 and April 30, 1965. These lists together contained 476 classes of goods but it should not be inferred that there will be 476 cases for the Restrictive Practices Court. Thus the first 14 references covered 46 whole classes and parts of a further 10 classes.

Since April 30 resale price maintenance has been illegal on all goods which were not registered under the Act.

87,000 foreign visitors to Britain in March

EIGHTY-SEVEN THOUSAND foreign visitors came to Britain in March – 23,000 less than in the same month last year, reports the British Travel Association, Britain's official tourist organization.

A London spokesman of the BTA said: 'The decrease in March visitors was expected, because this year's Easter holidays fell in April – a month later than in 1964. Easter traditionally marks the start of the main annual tourist flow from the Continent and the March decrease was wholly accounted for by fewer visitors from European countries.' He added that early estimates indicated that European arrivals in April more than made up the March deficit.

'Visitor traffic from the United States in March was unaffected by the late Easter,' said the BTA spokesman. 'Britain received 23,300 United States visitors during the month, compared with 21,800 in March last year.'

He said details of the numbers of visitors from Commonwealth countries so far this year were not yet available, but it was estimated that these were considerably higher than in the same period of 1964.

The tourist forecast was that a record number of 2,700,000 overseas visitors would come to Britain this year. The country's earnings from these visitors, including fares paid by them to British carriers, would exceed £360 million. The BTA is restyling its literature in order to attract even more overseas visitors to this country.

Shipping British caravans to Gothenburg from Ipswich. This was the first batch of additional orders received by Fairview Caravans, Harwich, for 112 touring and residential caravans from Belgium, Norway and Sweden.

EITB announce £75m proposal for engineering training

A £75 MILLION proposal to improve training in Britain's 27,000 engineering firms was announced in London on May 26, by Sir Arnold Lindley, chairman of the Engineering Industry Training Board. Sir Arnold said that the proposals, which are now awaiting the approval of the Minister of Labour under the terms of the 1964 Industrial Training Act, involved a compulsory levy on all employers in the engineering industry of 2½ per cent on all payment of wages and salaries (including directors' fees). The levy, which will raise a sum of the order of £75 million, will be redistributed by the Board to help employers whose training is approved by the Board.

'The levy will involve, if an average wage of £15 per week is assumed, payment by the employer equivalent to a weekly payment of 7s.6d. per employee,' he added 'The proposals are expected to come into full operation in February/March 1966 when the first half-yearly instalment of the levy will become due. The levy will be assessed on pay-roll returns for the fiscal year which ended on April 5, 1965. The Board intends to pay grants to firms as soon as their levy has been received.'

Firms with approved training schemes would qualify for grants from the EITB and applications for grants would be required by December 1965. The grants would cover training in operation from September 1, 1965. Firms wishing to claim grants must be able to tell the Board when required, and amongst other things, the number of employees under training and their occupations, and to supply certain training costs. The Board would circulate full details of the grant scheme to all engineering employers before the end of August.

In reply to questions Sir Arnold said that some 200 training officers at salaries ranging from £1,500 to £2,500 were going to be appointed. They would be based in the regions. The chief aim of the Board was to revitalize the training for technicians and craftsmen in order to make the industry more attractive and to stem the decline in the number of apprentices being taken on each year.

Anglo-Japanese Trade Review

THE CURRENT issue of the quarterly review 'Japan' (Anglo-Japanese Economic Institute, 334 Grand Buildings, Trafalgar Square, London, W.C.2) pays special attention to the problems of the exporter and the potential exporter to Japan and points out that 1965 gives Britain a good chance to prove and improve its interest in selling to Japan at the British Trade Exhibition in Tokyo (September 17-October 3). The Institute is in the process of revising its Anglo-Japanese Trade Directory, and firms desiring to be included should write to the Institute giving name, address, telephone number, telex, cable address, nature of business in Japan; any agency held for Japanese products in the United Kingdom; names of their Japanese agents and any special connections with Japan. There is no charge for entries.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by June 18,

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
28.14	Boron tribromide . .	As in previous column .	December 31, 1965	6702
28.32	Sodium perchlorate .	As in previous column .	December 31, 1965	6628
29.13	Prednylidene . .	As in previous column .	December 31, 1965	6708
29.31	Thiomesterone . .	As in previous column .	December 31, 1965	6707
29.20	6-*sec*Butyl - 2 : 4 - dinitrophenyl *iso*propyl carbonate.	Isopropyl 2, 4-dinitro-6-sec-butyl phenyl carbonate.	December 31, 1965	6710
29.44	Capreomycin disulphate .	Capreomycin . .	December 31, 1965	6680

Increase of duty on some fatty alcohols

HM TREASURY have made the Import Duties (General) (No. 4) Order 1965 which provides for an increase from 10 per cent to 20 per cent *ad valorem* in the full rate of import duty on some fatty alcohols defined as normal aliphatic alcohols containing eight or more carbon atoms in the molecule and having an iodine value not greater than 10.

This Order came into operation on May 31 and has been published as Statutory Instruments 1965, No. 1170. Copies may be obtained from HM Stationery Office.

The Import Duty Drawbacks (No. 4) Order, 1965

HM TREASURY have made the Import Duty Drawbacks (No. 4) Order 1965. This Order

(i) provides for the allowance of drawback of import duty on imported crushed or uncrushed bones used in the manufacture of exported mineral supplements for animal feeding or of exported calcined bone, and

(ii) varies the rates of drawback of import duty on:
  (a) imported shelled almonds used in the manufacture of specified exported almonds and almond products,
  (b) certain imported dressed leather used in the manufacture of specified exported footwear,
  (c) imported animal tallow or bone grease used in the manufacture of certain exported cloth oil or wool oil or of exported stearine and oleine fatty acids, and
  (d) imported whey powder used in the manufacture of certain exported whey powder preparations.

The Order came into operation on June 2, 1965, and has been published as Statutory Instruments 1965 No. 1172.

Copies are obtainable direct from HM Stationery Office.

DEA's May Progress Report

THE MAY issue of the Department of Economic Affairs Progress Report includes articles entitled 'The Pressure on the construction industries', the 'Efficient use of manpower', and 'Income and spending in the Regions'. Copies of Progress Report are available free from Circulation Section, (H), Central Office of Information, Hercules Road, London, S.E.1.

Vacant factories available in Scotland

DURING THE last six months demand for factory space in Scotland has been so high that the number of factories immediately available is considerably lower than has been the case for some years. New factories are, however, under construction in various areas and several will be ready for occupation later this year. Brief particulars of these, and one or two which are available for re-allocation, are below.

Coatbridge, Lanarkshire

This engineering type factory of 81,410 square feet is sited on the Coatbridge Industrial Estate some 10 miles east of Glasgow on the northern fringe of the Central Industrial belt. This is a Government designated Growth Area and incoming manufacturers will benefit from the attendant industrial advantages and from the planned development of educational, transport and other facilities.

The factory itself can be expanded by approximately 100 per cent. All of the single-storey manufacturing area is free of permanent internal walls. One bay is 433 ft. long by 85 ft. wide with a height to truss of 18 ft. Parallel to this there is a crane bay of 470 ft. by 30 ft. with a height of 30 ft. Rails are available for overhead cranes. The offices are double-storey and adequate toilet and cloakroom facilities are provided for these and the works. Space heating is by a modern, thermostatically-controlled, accelerated LP hot water system serving 'Cyclone' unit heaters in the factory and sectional radiators in the offices.

Rental is expected to be about 4s. per annum on a landlord repairing lease basis. The rateable value is £4,050 (allowing for full 50 per cent industrial relief). The rates for 1964-65 were 22s. 9d. in the £ and process water can be obtained at 1s. 10s. per 1,000 gallons.

Port Glasgow, Renfrewshire

Located on the Port Glasgow estate, 17 miles from Glasgow, this factory of 10,605 square feet is ideally situated for easy access to the new Glasgow Airport.

The manufacturing area comprises two bays, each 50 ft. wide by 87 ft. long with a height to truss of 12 ft. The balance consists of offices and toilets. Heating is provided from a boilerhouse operated by the adjoining tenant and charged on a pro rata basis.

The rental is expected to be approximately 3s. 6d. per square foot per annum and the rateable value (after full 50 per cent industrial de-rating) is £460. The rates for 1964-65 were 21s. in the £ and the process water is available at 1s. 2d. per 1,000 gallons.

This factory is available for very early entry.

Fraserburgh, Aberdeenshire

A new factory of 8,187 square feet is under construction on the outskirts of Fraserburgh. The height to truss will be 12 ft. and the usual heating and lighting services will be installed. There is space for 100 per cent expansion.

West Calder, Midlothian

West Calder, which like Coatbridge is in a Growth Area, is excellently situated for industrialists seeking manufacturing space in a rapidly developing area. It lies 18 miles from Edinburgh city and 11 miles from Turnhouse airport. This factory of 10,907 square feet, which is now under construction, will have two manufacturing bays of 50 ft. wide by 88 ft. long. The remainder of the area is taken up by offices and toilets. Height to truss will be 12 ft. and the usual heating and lighting services will be provided. Rental is likely to be in the region of 4s. per square foot per annum. Space is available for expansion of at least 100 per cent.

Queenslie, Glasgow: Dundee: Donibristle

Three factories, each of approximately 27,000 square feet, are under construction on post-war industrial estates in the above areas. The design of these units varies slightly according to location but the manufacturing areas will be about 22,000 sq. ft. with additional lffices, toilets and boilerhouse. Heights to truss in Glasgow and Dundee will be 14 ft. and, at Donibristle, 12 ft. Each factory will have full heating and lighting services and there is room for 100 per cent expansion. It is anticipated that the rentals will be about 4s. 6d. in Glasgow and 3s. 6d. at Donibristle.

The estates at Queenslie in Glasgow and in Dundee enjoy all the advantages of locations on the outskirts of large industrial cities. Donibristle estate is situated just to the north of the Forth Road Bridge with ready access to Edinburgh and its adjacent airport and docks. A new town of high amenity value is being built on the shores of the

ASSISTANCE FOR THE DEVELOPMENT DISTRICTS

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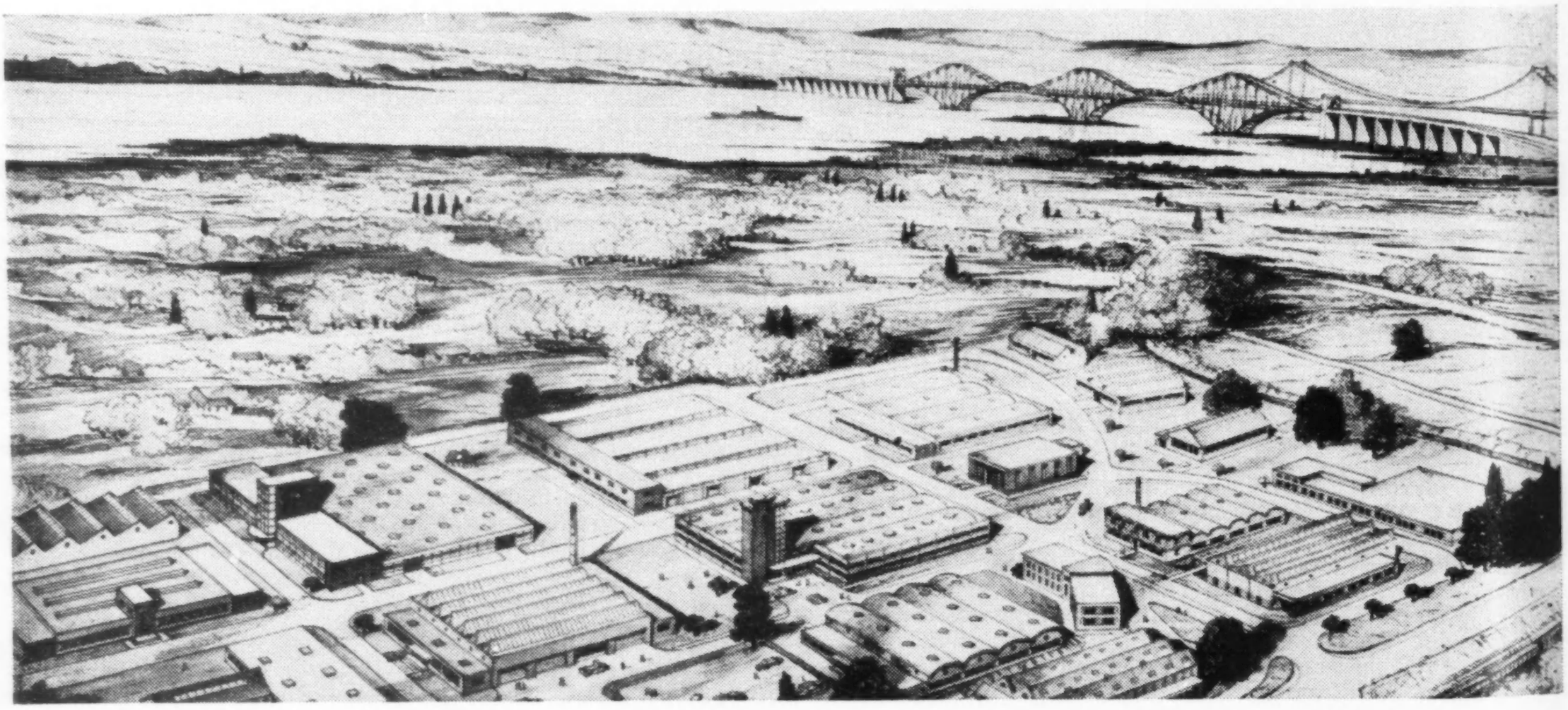
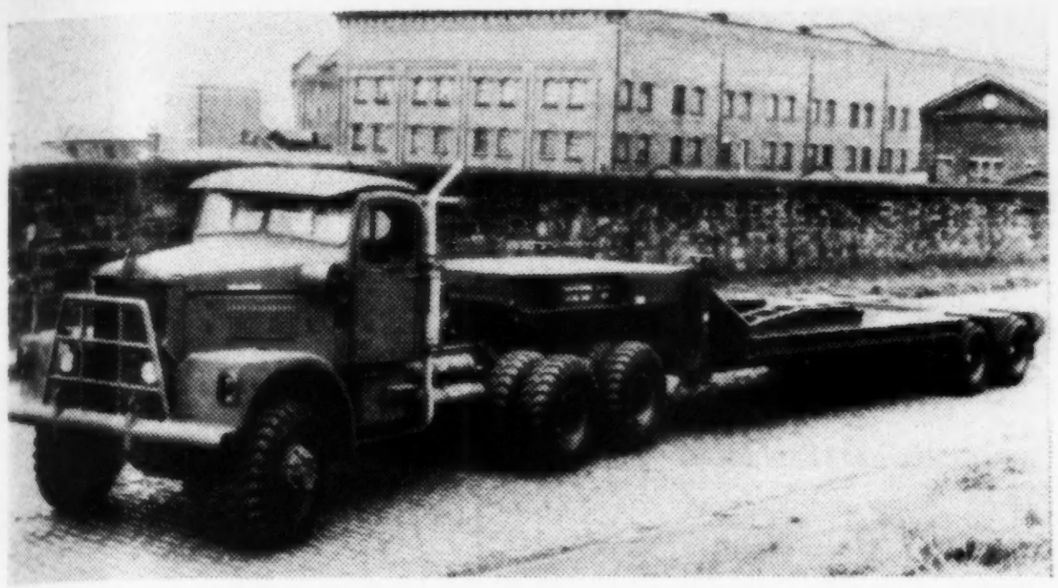
There are a number of Board of Trade publications describing the facilities available to assist in establishing a new project, or expansion, in the development districts. Copies are available free of charge from the Distribution of Industry Division, Board of Trade, 1 Victoria Street, London, S.W.1, and Board of Trade Regional Offices throughout the country.



An impression of the proposed development of Donibristle Industrial Estate showing its proximity to the Forth Bridges.



This Scammell 6 x 6, all wheel drive, Constructor tractor and 60-ton capacity Dyson low bed semi-trailer is being shipped to Shanghai for operation in China. The vehicle was ordered through Scammell agents, Matheson & Co. Ltd., of Hong Kong by the China National Machinery Import and Export Corporation of Peking.

Removal of duty on some balata

HM TREASURY have made the Import Duties (General) (No. 5) (S.I. 1965/1171) Order, 1965, which provides for the removal of import duty on some balata.

This Order came into operation on June 2. Copies of the Order are obtainable direction from HM Stationery Office.

Note: Block balata is a kind of non-elastic rubber.

Vacant factories in Scotland—*continued*

Forth adjoining the estate so this locality offers an exceptionally fine opportunity to executives requiring good housing.

Further details of these factories or any of those listed below, together with illustrated brochures, will gladly be supplied on application to the General Manager, Industrial Estates Management Corporation for Scotland, 3 Woodside Place, Glasgow, C.3. (Tel. Douglas 6651).

The following modern steel framed single-storey factories, are available on a rental basis for early occupation, or will be erected shortly on the undermentioned Industrial Estates:

Estate	Burgh or County	Area Sq. Ft.	Height to Underside of Truss	Glasgow City Centre Miles	
Hillington	Glasgow	5,150	12 ft.	5	
Queenslie (1)	Glasgow	26,680	14 ft.	4	To be built
(2)		12,000	—	4	To be built
(3)		2,500 (four of)	—	4	To be built
Bellshill	Lanarkshire	40,000	—	10	To be built
Blantyre	Lanarkshire	12,400	—	10	To be built
Carfin (1)	Lanarkshire	26,500	13 ft.	12	
(2)		2,500	12 ft.	12	
Chapelhall	Lanarkshire	7,990	12 ft.	12	
Larkhall	Lanarkshire	6,719	12 ft.	17	
Vale of Leven (1)	Dunbartonshire	17,500	12 ft.	16	To be built
(2)		2,000	—	16	Short lease
Port Glasgow	Renfrewshire	16,400	—	17	To be built
Donibristle	Fife	27,353	12 ft.	43	To be built
Peterhead	Aberdeenshire	18,804	14 ft.	174	Vacant

The undermentioned buildings on Donibristle Estate in Fife, 15 miles from Edinburgh and 43 miles from Glasgow, will be adapted to meet the requirements of industrialists. Gas is not meantime available.

Estate	Burgh or County	Area Sq. Ft.	Height to Underside of Truss	Glasgow City Centre Miles	
Donibristle (1)	Fife	9,412	18 ft.	43	Plating shop
(2)		3,420	9 ft. 6 in.	43	Vacant
(3)		11,518	—	43	Office block

The undernoted factories will be erected on individual sites in advance of requirements:

Place	County	Area Sq. Ft.	Height to Underside of Truss	Glasgow City Centre Miles	
Carluke	Lanarkshire	12,000	—	20	
Kilsyth/ Kirkintilloch	Stirlingshire/ Dunbartonshire	12,000	—	13	
Falkirk	Stirlingshire	40,000	—	23	
Cumnock	Ayrshire	12,000	—	36	
Kirkcaldy	Fife	27,500	14 ft.	52	

Defence specifications

THE MINISTRY of Defence announces that the following documents in the Defence Series have been published by HM Stationery Office, Kingsway, London, W.C.2, from whom copies may be obtained.

New documents

		Price s. d.
DEF-148	AC data transmission synchros.	7 6
DEF-149	Board, bituminous (for use at Proof and Experimental Establishments	2 0
DEF-150	Sneradizing	1 6
DEF-151	Anodizing of aluminium and aluminium alloys	2 6
DEF-152	Adhesive for tubes of hard roller paper for pyrotechnic stores	1 6
DEF-1282	Air hose 1-inch internal diameter for remote breathing apparatus	1 6
DEF-1283	Squeegee heads	1 6
DEF-1284	Wrench, suctionhose coupling, fire appliance	1 6
DEF-1410	Rags – white and coloured	1 6

Revisions

DEF-4-A	Ball and roller bearings	6 6
DEF-33-A	Drawing procedure	4 0
DEF-131-A	Sampling procedures and tables for inspection by attributes	7 6
DEF-1123-A	Timer, darkroom, clockwork with alarm	2 0
DEF-1124-A	Timer, darkroom, clockwork, seconds	2 0
DEF-1234, Pt. I, Sec. 1, Issue 3	Services packaging code, general requirements	2 0
DEF-1234, Pt. II, Sec. 7, Issue 3	Package testing	2 6
DG-8, Pt. 1, App. A, Issue 2	Treatments for the protection of metal parts of Service stores and equipment against corrosion – List of authorities and suppliers of specifications	1 0
DG-4-A	The use of unified screw threads	2 0

Amendments

DEF-32-A	Varnish, electrical, insulating, finishing (Amendment No. 1)	0 3
DEF-136	Valves, Mk. 6A, for high pressure gas cylinders (Amendment No. 1)	0 3
DEF-1234	General requirements for packaging supplies for the Services (Amendment No. 15)	1 0
DEF-1199	Fabrics, viscose, acetate and mixtures thereof with cotton (Amendment No. 1)	0 3
DEF-1303	Cases, wood, packing (Amendment No. 1)	0 3
DEF-1306	Cases, plywood, packing, battened construction (Amendment No. 1)	0 3
DEF-1307	Cases, plywood, packing, metal edged construction (Amendment No. 1)	0 3
DEF-1319	Boxes, cartons and wallets, kraft-lined chipboard (Amendment No. 1)	0 3
DG-8	Treatments for the protection of metal parts of Service stores and equipment against corrosion (Amendment No. 1).	4 0

Economic trends – May

THE MAY issue of Economic Trends published on May 28 (HMSO price 6s. 0d.), contains two articles, one by the Government Actuary on projecting the population of the United Kingdom and the other by the Social Survey Division of the Central Office of Information, in collaboration with the Central Statistical Office and the Board of Trade on a survey of transactions in motor cars.

An inquiry for the Central Statistical Office was carried out in 1962 by the Government Social Survey to provide information for the national accounts on the sales and purchases of new and used cars, and on the extent to which cars are bought for business purposes. The inquiry was also designed to provide information for the Board of Trade on the part played by hire purchase in these transactions.

BRITISH TRADE MAGAZINE IN JAPAN

HM Embassy in Tokyo publish a quarterly magazine, in Japanese, entitled British Trade and Industry, *which carries articles and news items about commercial, industrial and technological developments in Britain. Copies are distributed to about* 2,000 *leading Japanese industrialists and importers.*

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Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	19,984	—	15,988	15,258	15,258	9,074	3,478	922	688	591	1,205				
1960	109	112	114	110	109	98	119	110	127	129	114	+592	+520	+48	+37
1961	112	114	122	116	111	100	129	130	135	137	121	+319	+230	+36	+29
1962	113	115	127	123	113	100	128	119	130	141	124	+101	+ 33	+22	+39
1963	118	119	134	129	118	103	132	107	140	146	133	+152	+ 89	+29	+30
1964	124	128	144	138	123	106	153	120	162	184	153	+484	+332	+44	+49
1963															
3rd quarter	117	121	137	131	119	104	138	106	141	164	141	— 2	— 12	— 7	— 6
4th quarter	122	124	138	132	120	105	142	109	149	168	144	+127	+ 61	+ 23	+41
1964															
1st quarter	123	127	141	136	123	105	147	115	154	176	152	+ 88	+ 79	+ 2	+ 4
2nd quarter	123	128	142	136	121	105	150	120	153	184	149	+153	+126	+ 5	+ 1
3rd quarter	124	128	145	139	123	106	154	120	167	188	153	+119	+ 77	+ 6	+13
4th quarter	127	130	147	141	124	107	160	127	173	186	158	+124	+ 50	+31	+31
1965															
1st quarter	..	132*				108									
1964															
October	..	129	..	..	..	109	..	..	..	..	..	..	..	..	..
November	..	130	..	..	..	107	..	..	..	..	..	..	..	..	..
December	..	132	..	..	..	106	..	..	..	..	..	..	..	..	..
1965															
January	..	133*	..	..	..	108	..	..	..	..	..	..	..	..	..
February	..	132*	..	..	..	108	..	..	..	..	..	..	..	..	..
March	..	130*	..	..	..	109	..	..	..	..	..	..	..	..	..

	ORDERS		PRICES AND COSTS					LABOUR						IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
	Engineering industries: orders on hand†	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers			Unfilled vacancies for adults					
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average†	Change from previous period†	Normal seasonal change	Mid-month or monthly average†	Change from previous period†	Normal seasonal change	at current prices		
	at 1958 prices															
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	series shown in thousands						1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—							3,836	3,250	
1960	117	136	110·7	+1·0	104·5	116·0	122·5	337	— 96	..	212	+55	..	121	112	—275
1961	120	104	114·5	+3·4	104·4	119·1	130·3	305	— 32	..	213	+ 1	..	119	117	— 22
1962	115	100	119·3	+4·2	103·0	120·6	136·2	419	+114	..	149	—64	..	121	120	+ 90
1963	135	117	121·7	+2·0	104·5	122·0	141·3	502	+ 83	..	144	— 5	..	130	130	+ 96
1964	161	125*	125·7	+3·3	108·6	125·4	148·5	362	—140	..	221	+77	..	149	136	—374
1964																
3rd quarter	130	100	121·3	+1·3	104·2	122·1	141·5	428	— 76	—34	157	+10	+ 6	133	132	— 1
4th quarter	135	117	122·1	+2·1	106·1	122·6	143·3	450	+ 22	+50	157	Nil	—34	137	133	— 1
1964																
1st quarter	140	121	123·2	+1·5	107·9	124·0	146·0	445	— 5	+42	182	+25	— 5	146	135	— 77
2nd quarter	148	124	125·5	+2·8	107·8	125·0	147·7	355	— 90	—58	230	+48	+33	148	135	—102
3rd quarter	154	113	126·5	+4·3	108·6	125·8	149·4	311	— 44	—34	242	+12	+ 6	148	134	—110
4th quarter	161	125*	127·6	+4·5	109·9	127·1	150·9	336	+ 25	+50	228	—14	—34	149	139	— 85
1965																
1st quarter	169*	121*	128·8	+4·5	109·7*	129·0*	153·6	353	+ 17	+42	233	+ 5	— 5	143	141	
1964																
October	156	119*	126·8	+4·1	110·0	126·3	149·9	332	+ 17	+27	233	— 6	—12	147	135	..
November	161	127*	127·8	+4·6	110·3	127·2	150·7	338	+ 6	+19	230	— 3	—16	152	136	..
December	161	125*	128·3	+4·8	109·4	127·6	152·1	337	— 1	— 1	222	— 8	—11	149	146	..
1965																
January	163*	123*	128·7	+4·6	109·2	128·6	153·2	363	+ 26	+41	221	— 1	— 1	145	136	..
February	167*	122*	128·7	+4·5	109·8*	129·0*	153·4	356	— 7	+ 2	229	+ 8	+ 6	138	144	..
March	169*	121*	129·1	+4·4	110·0*	129·3*	154·2	341	— 15	—19	249	+20	+10	147	143	..
April			131·6	+5·5	110·0*	129·4*	155·0	313	— 28	—20	274	+25	+14	149	143	..
May								297	— 16	—23	287	+13	+ 9			..

† Not seasonally adjusted * Provisional.

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World trade and production in 1964

THE VALUE of industrial countries' exports increased sharply in the last quarter of 1964 compared with the previous quarter, after allowing for seasonal factors. This surge followed a period of little change in the third quarter and was only partly due to threats of the dock strike in the United States of America in the early part of this year which upset the timing of exports. This pattern of development largely reflected the intra-trade of industrial countries which is estimated to have risen strongly after a small decrease in the third quarter, with exports to primary producers continuing to rise up to the end of 1964. With renewed growth probable in the value of primary producing countries' exports, it is likely that world* exports increased significantly in the fourth quarter.

Among the industrial countries, exports (seasonally adjusted) from the European OECD countries as a whole increased strongly in the fourth quarter compared with the previous quarter when they had been unchanged. Exports from the European Economic Community rose at a faster rate than in the middle quarters of 1964, with Germany and France both recording increases and surpassing the high levels reached in the first quarter. Exports from the United Kingdom also increased in the fourth quarter following some hesitancy in the middle of the year. Trade between the European OECD countries, which had fallen between the second and third quarters of 1964, recovered strongly in the final quarter of the year.

The expansion of European exports was matched by further large increases in exports from the United States of America (to which an added impetus was given by the impending dock strike and by a change in the method of recording exports) and Japan. Canadian exports, however, fell following the strong growth which took place in the first three-quarters of the year.

Industrial countries' exports for the year 1964 increased at a faster rate than in 1963 (14 per cent compared with 9 per cent), with their intra-trade and exports to the primary producers contributing equally to this expansion. Of the major exporting countries, exports from the United States of America increased by 14 per cent, more than twice the growth achieved in 1963. Strong growth was also recorded by the main member countries of the European Economic Community and Canadian exports also increased substantially. Exports from the United Kingdom, however, increased only moderately, the rate of growth of 4 per cent being well below the 7 per cent of 1963.

Exports of manufactures

Exports of manufactures from the main manufacturing countries (not seasonally adjusted) increased strongly in the last quarter of 1964. This is shown in Table 4. Of the individual countries, Japan showed the fastest rate of growth with an increase of over 30 per cent compared with the comparable period of 1963. Exports of manufactures from the Netherlands and Italy were also more than 20 per cent higher than a year earlier, whilst Belgium/Luxembourg, Canada and the United States of America all recorded above average increases. German exports rose by 9 per cent and United Kingdom exports by 3½ per cent.

The continued growth of the main manufacturing countries' exports of manufactures resulted in an increase of about 14 per cent for the whole of 1964 compared with 1963. This was the largest increase since 1960, and well above the average annual increase of 9 per cent for 1953-64. Japan, the Netherlands, Canada and Italy recorded increases of between 20 and 23 per cent above the 1963 levels and the United States of America trebled the rate of growth of its exports of these goods from 5½ per cent in 1963 to 17½ per cent in 1964. The value of exports from the United Kingdom was 5 per cent higher than in 1963, a little below the 6½ per cent increase recorded a year earlier.

Industrial countries' imports

The total value of imports into industrial countries, after allowing for seasonal factors, was 3½ per cent higher in the last quarter of 1964 than in the previous quarter. This renewed growth in imports followed a slight reduction in the third quarter. Imports into the United States increased less rapidly than in the third quarter but there was an acceleration in imports into the European industrial countries. European Economic Community imports rose by 3½ per cent following little change in the second and third quarters; German imports continued to expand rapidly and French and Italian imports showed renewed growth. Imports into Canada and Japan also increased following decreases in the third quarter but United Kingdom imports were virtually unchanged from the high level reached in the middle of the year. For the year as a whole, imports into the industrial countries rose by over 12 per cent, the highest growth rate since 1956. With the exception of Italy, where imports fell between 1963 and 1964, all the major markets shown in Table 3 expanded their imports rapidly; this was particularly so in France, Canada and the United Kingdom.

Industrial production

The rate of growth of world industrial production accelerated somewhat in the final quarter of 1964, for although there was a temporary slackening in the expansion of United States' output due to the strikes in the automobile industry, European production increased sharply after six months of little change. The output of the European Economic Community expanded strongly as German growth continued and both French and Italian production began to recover, and in the United Kingdom there was renewed growth following a six-month period when industrial production showed no change.

For 1964, world industrial production expanded by 8 per cent, more rapidly than in any year since 1959, with output in each of the three main areas, North America, Europe and Japan, increasing at a faster rate than in 1963. United States' industrial production rose by 6 per cent compared with 4½ per cent in 1963, European Economic Community production by 6½ per cent compared with 5½ per cent (with German output increasing by 8½ per cent compared with 3½ per cent in 1963) and Japanese production by 17 per cent compared with 10 per cent. United Kingdom industrial production was 6½ per cent higher than in 1963, also a slightly faster rate of growth than in the previous year.

* In this article 'World' excludes Soviet Russia, Eastern Europe, the People's Republic of China and Cuba as reporting countries, but includes them as markets for exports and suppliers of imports.

(*Continued opposite*)

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Tools and Implements for February 1965.
Footwear for March 1965.
Motor Cycles, Three-wheel Vehicles, Pedal Cycles and Parts for March 1965.
Pottery and Electrical Ware for March 1965.
Refrigerating Machinery for March 1965.
Salt for March 1965.
Timber – Softwood, Hardwood and Plywood for April 1965.

Quarterly at 7s. 6d. a year, post free:

Motor Control Gear for January-March 1965.

Overdrafts of the nationalized industries

HM TREASURY announce that the total bank overdrafts of the nationalized industries at May 19, amounted to £80·6 million, of which £73·5 million was from the clearing banks and £7·1 million from the Scottish banks.

INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc.?*

Readers are reminded that an index of the date on which all regular statistical articles were last published appears each week at the end of the Journal. (*See page* 1284 *of this issue*).

NOTE – The figures contained in Tables 1, 2 and 3 differ in some instances from those shown previously as new seasonal adjustments have been made.

Table 1—World* trade

quarters or quarterly averages, seasonally adjusted — United States $ thousand million

	EXPORTS FROM						IMPORTS INTO		
	Industrial countries (a) (b)				Primary producers	World (b)	Industrial countries	Primary producers	World
	To industrial countries	To primary producers	To world: Total	To world: Manufactures (c)					
1957	10·5	6·39	16·9	10·6	7·61	24·5	18·1	8·81	26·9
1958	9·8	6·27	16·1	10·5	7·23	23·3	16·9	8·27	25·2
1959	11·0	6·16	17·2	11·3	7·69	24·9	18·4	8·17	26·6
1960	12·7	7·00	19·7	13·0	8·15	27·8	20·6	9·19	29·8
1961	13·7	7·10	20·8	13·7	8·29	29·1	21·7	9·34	31·1
1962	14·8	7·06	21·8	14·6	8·73	30·5	23·5	9·51	33·0
1963	16·3	7·49	23·8	15·8	9·52	33·3	25·7	9·94	35·7
1964	18·5 p	8·55 p	27·1	18·1 p	—	—	28·9	—	—
1961 1st quarter	13·4	7·27	20·7	13·6	8·18	28·8	21·2	9·42	30·5
2nd quarter	13·4	6·93	20·4	13·5	8·31	28·7	21·4	9·39	30·8
3rd quarter	13·8	7·10	20·8	13·9	8·36	29·3	21·9	9·26	31·3
4th quarter	14·2	7·10	21·3	14·0	8·44	29·8	22·7	9·31	32·1
1962 1st quarter	14·5	6·95	21·5	14·2	8·58	30·0	23·1	9·30	32·2
2nd quarter	14·7	7·15	21·8	14·5	8·57	30·3	23·1	9·37	32·6
3rd quarter	14·8	7·13	21·9	14·9	8·88	30·9	23·9	9·77	33·7
4th quarter	15·0	7·01	22·0	14·8	8·88	30·9	23·9	9·60	33·5
1963 1st quarter	15·1	7·00	22·1	14·8	9·11	31·2	23·9	9·39	33·0
2nd quarter	16·1	7·53	23·7	15·7	9·29	32·9	25·7	10·00	35·8
3rd quarter	16·4	7·48	23·9	16·2	9·78	33·9	26·6	10·10	36·7
4th quarter	17·2	7·90	25·2	16·6	9·91	35·1	27·0	10·28	37·3
1964 1st quarter	17·9	7·99	25·8	17·2	10·26	36·0	27·9	10·28	37·9
2nd quarter	18·4	8·32	26·7	17·8	10·27	36·9	29·0	10·74	39·9
3rd quarter	18·1	8·57	26·7	18·1	10·24	37·1	28·7	11·02	39·7
4th quarter	19·2 p	9·10 p	28·4	19·1 p	—	—	29·7	—	—

* Soviet Russia, Eastern Europe, the People's Republic of China and Cuba are excluded as reporting countries but are included as markets for exports and as suppliers of imports.
(a) Industrial countries are OECD members, including Japan which joined in May 1964.
(b) Excludes United States Special Category Exports. Goods valued at approximately $185 million were removed from the list of Special Category goods during 1957 and this amount should be added to the figures for that year when comparing with later periods.
(c) Exports from the 12 countries shown in Table 4 of Sections 5-8 of the Standard International Trade Classification, Revised. In 1963 these countries accounted for 95 per cent of exports of manufactures from all industrial countries.
p = Provisional.

Table 2—Exports from OECD countries

quarters or quarterly averages, seasonally adjusted — United States $ thousand million

	Exports (f.o.b.) from								European OECD Intra-trade
	United States	Canada	European OECD	United Kingdom	EEC	Germany (FR) (a)	France (b)	Italy	
1957	4·87	1·29	10·15	2·42	5·62	2·15	1·28	0·64	5·30
1958	4·09	1·27	10·10	2·35	5·69	2·20	1·28	0·63	5·15
1959	4·10	1·35	10·94	2·42	6·31	2·45	1·40	0·73	5·72
1960	4·88	1·39	12·50	2·57	7·43	2·86	1·72	0·92	6·83
1961	5·05	1·46	13·43	2·69	8·09	3·17	1·81	1·05	7·72
1962	5·25	1·49	14·15	2·77	8·56	3·32	1·84	1·18	8·53
1963	5·61	1·62	15·44	2·96	9·40	3·65	2·02	1·27	9·59
1964	6·39	1·93	17·25	3·08	10·65	4·05	2·25	1·49	10·85
1962 1st quarter	5·15	1·46	13·92	2·67	8·53	3·28	1·87	1·17	8·28
2nd quarter	5·39	1·47	14·15	2·81	8·48	3·31	1·78	1·18	8·45
3rd quarter	5·36	1·49	14·23	2·79	8·60	3·34	1·85	1·17	8·61
4th quarter	5·11	1·50	14·40	2·78	8·74	3·36	1·89	1·21	8·82
1963 1st quarter	5·07*	1·53	14·37	2·85	8·69	3·33	1·87	1·23	8·81
2nd quarter	5·61	1·58	15·47	2·93	9·43	3·58	2·07	1·27	9·57
3rd quarter	5·72	1·59	15·76	3·02	9·62	3·71	2·07	1·30	9·78
4th quarter	6·02	1·75	16·13	3·02	9·84	3·87	2·08	1·33	10·15
1964 1st quarter	6·16	1·82	16·70	3·09	10·32	4·05	2·23	1·36	10·56
2nd quarter	6·16	1·96	16·99	3·06	10·40	3·97	2·21	1·44	10·79
3rd quarter	6·47	2·02	16·98	3·04	10·52	3·93	2·21	1·55	10·61
4th quarter	6·78	1·88	17·88	3·13	11·03	4·17	2·35	1·54	11·19

(a) Includes Saar from July 1959. (b) Includes Saar up to June 1959. * Significantly affected by a dock strike.

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Table 3—Imports into OECD countries

quarters or quarterly averages, seasonally adjusted

United States $ thousand million

	Imports (c.i.f.) into							
	United States (c)	Canada (c)	European OECD	United Kingdom	EEC	Germany (FR) (a)	France (b)	Italy
1957	3·23	1·47	11·82	2·85	6·21	1·88	1·54	0·91
1958	3·18	1·34	11·05	2·65	5·74	1·85	1·40	0·79
1959	3·75	1·47	11·68	2·79	6·05	2·09	1·28	0·84
1960	3·66	1·42	13·83	3·19	7·40	2·54	1·57	1·19
1961	3·59	1·43	14·71	3·08	8·04	2·74	1·67	1·31
1962	4·06	1·46	16·02	3·14	8·93	3·07	1·88	1·52
1963	4·25	1·52	17·80	3·38	10·10	3·26	2·18	1·90
1964	4·65	1·74	19·95	3·86	11·14	3·65	2·52	1·81
1961 1st quarter	3·38	1·40	14·52	3·23	7·86	2·59	1·65	1·28
2nd quarter	3·44	1·37	14·58	3·04	8·01	2·75	1·66	1·31
3rd quarter	3·79	1·42	14·74	3·00	8·03	2·75	1·65	1·33
4th quarter	3·85	1·51	15·18	3·01	8·32	2·83	1·78	1·35
1962 1st quarter	3·94	1·50	15·47	3·07	8·58	2·99	1·73	1·43
2nd quarter	4·05	1·46	15·66	3·16	8·72	3·04	1·76	1·46
3rd quarter	4·17	1·48	16·30	3·23	9·03	3·05	1·93	1·57
4th quarter	4·09	1·40	16·60	3·15	9·24	3·11	1·96	1·67
1963 1st quarter	4·03*	1·43	16·47	3·15	9·32	3·14	1·99	1·68
2nd quarter	4·22	1·49	17·67	3·32	9·98	3·25	2·14	1·89
3rd quarter	4·41	1·53	18·20	3·49	10·31	3·30	2·20	2·03
4th quarter	4·36	1·62	18·70	3·57	10·61	3·24	2·41	2·04
1964 1st quarter	4·41	1·70	19·57	3·80	10·97	3·35	2·51	2·01
2nd quarter	4·55	1·76	19·67	3·88	11·07	3·46	2·48	1·86
3rd quarter	4·74	1·71	19·76	3·89	11·07	3·74	2·49	1·61
4th quarter	4·85	1·77	20·36	3·90	11·44	3·92	2·59	1·68

(a) Includes Saar from July 1959. (b) Includes Saar up to June 1959. (c) Imports are valued f.o.b. *Significantly affected by a dock strike.

Table 4—Exports of manufactures by the main manufacturing countries

quarters or quarterly averages

United States $ thousand million. Percentage increase over a year earlier in brackets

	United Kingdom	Germany (FR)	Belgium-Luxembourg	France	Italy	Netherlands	Sweden	Switzerland	United States (a)	Canada	Japan	Total (a)
1957	1·90 (5·5)	1·87 (18·2)	0·63 (—0·2)	0·85 (13·2)	0·41 (19·1)	0·37 (9·9)	0·30 (14·8)	0·36 (8·5)	2·71 (11 5)	0·59 (4 7)	0·63 (16·4)	10·62 (10·9)
1958	1·86 (—2·0)	1·94 (4·1)	0·61 (—3·3)	0·90 (6·0)	0·43 (6·5)	0·41 (8·6)	0·32 (5·2)	0·35 (—1·3)	2·44 (—9·8)	0·56 (—5·1)	0·63 (—1·1)	10·46 (—1·5)
1959	1·95 (4·6)	2·17 (11·6)	0·67 (9·5)	1·04 (15·4)	0·50 (16·4)	0·47 (15·9)	0·34 (7·8)	0·39 (8·8)	2·41 (—1·5)	0·60 (7·2)	0·76 (20·8)	11·29 (8·0)
1960	2·08 (6·6)	2·53 (16·8)	0·77 (14·3)	1·27 (21·3)	0·68 (34·4)	0·53 (12·2)	0·40 (17·9)	0·43 (11·5)	2·83 (17·7)	0·63 (5·3)	0·90 (18·8)	13·04 (15·5)
1961	2·16 (3·9)	2·80 (10·6)	0·79 (3·4)	1·30 (2·9)	0·79 (16·7)	0·58 (9·0)	0·45 (11·9)	0·47 (8·8)	2·84 (0·1)	0·63 (0·2)	0·94 (4·5)	13·74 (5·4)
1962	2·21 (2·4)	2·93 (4·7)	0·87 (9·9)	1·35 (3·6)	0·88 (11·5)	0·61 (6·4)	0·50 (10·9)	0·51 (8·5)	2·98 (5·1)	0·66 (4·5)	1·09 (15·6)	14·59 (6·1)
1963	2·36 (6·7)	3·23 (10·0)	0·96 (9·8)	1·46 (8·2)	0·97 (10·3)	0·68 (10·7)	0·55 (10·3)	0·55 (8·1)	3·14 (5·3)	0·71 (7·4)	1·23 (13·0)	15·82 (8·4)
1964	2·48 (5·0)	3·60 (11·5)	1·13 (18·0)	1·62 (10·8)	1·17 (20·2)	0·83 (22·9)	0·63 (13·9)	0·61 (10·6)	3·69 (17·4)	0·86p (2·15)	1·52 (23·4)	18·12p (14·5)
1961 1st quarter	2·21 (2·2)	2·62 (8·8)	0·75 (—3·9)	1·30 (—3·9)	0·75 (16·2)	0·59 (14·5)	0·42 (5·1)	0·44 (12·7)	2·86 (7·8)	0·58 (—6·9)	0·84 (7·4)	13·36 (5·1)
2nd quarter	2·22 (3·8)	2·83 (16·3)	0·82 (3·8)	1·33 (4·8)	0·74 (9·3)	0·56 (7·7)	0·45 (18·9)	0·45 (8·9)	2·87 (—4·5)	0·63 (1·7)	0·90 (4·4)	13·80 (5·3)
3rd quarter	2·05 (6·8)	2·79 (14·7)	0·77 (9·1)	1·20 (6·7)	0·80 (17·8)	0·56 (10·2)	0·43 (18·2)	0·46 (9·5)	2·69 (—3·7)	0·65 (3·6)	0·96 (1·8)	13·35 (6·8)
4th quarter	2·15 (3·4)	2·96 (3·8)	0·83 (5·0)	1·38 (4·8)	0·86 (23·3)	0·59 (4·0)	0·49 (7·0)	0·52 (5·0)	2·93 (1·2)	0·66 (2·2)	1·07 (4·7)	14·47 (4·5)
1962 1st quarter	2·19 (—1·3)	2·79 (6·3)	0·88 (18·6)	1·38 (6·0)	0·85 (13·9)	0·60 (0·9)	0·48 (14·1)	0·48 (9·5)	2·93 (2·7)	0·61 (5·0)	0·90 (7·6)	14·09 (5·5)
2nd quarter	2·32 (4·5)	2·93 (3·5)	0·89 (8·8)	1·33 (—)	0·86 (15·7)	0·61 (10·2)	0·53 (17·7)	0·49 (9·5)	3·18 (10·8)	0·65 (3·5)	1·06 (17·8)	14·86 (7·7)
3rd quarter	2·09 (2·1)	2·88 (3·3)	0·83 (6·8)	1·23 (2·8)	0·84 (5·2)	0·59 (6·0)	0·44 (1·7)	0·49 (7·3)	2·83 (5·1)	0·67 (3·8)	1·18 (23·0)	14·07 (5·4)
4th quarter	2·24 (4·1)	3·14 (5·9)	0·89 (6·3)	1·46 (5·7)	0·96 (11·6)	0·65 (8·8)	0·54 (10·1)	0·57 (7·8)	2·98 (1·9)	0·70 (5·5)	1·21 (13·3)	15·34 (6·0)
1963 1st quarter	2·34 (6·9)	2·86 (2·5)	0·86 (—2·6)	1·38 (0·2)	0·91 (6·3)	0·61 (1·1)	0·49 (1·5)	0·50 (4·7)	2·87 (—2·3)	0·63 (2·6)	1·01 (12·4)	14·45 (2·5)
2nd quarter	2·40 (3·2)	3·20 (9·3)	0·99 (10·7)	1·55 (16·8)	0·95 (10·6)	0·69 (12·5)	0·52 (—1·8)	0·54 (10·0)	3·30 (3·7)	0·73 (12·5)	1·17 (10·6)	16·04 (8·0)
3rd quarter	2·24 (7·0)	3·25 (12·9)	0·94 (14·5)	1·35 (10·0)	0·98 (15·8)	0·69 (16·4)	0·54 (21·5)	0·52 (6·3)	2·99 (5·7)	0·70 (4·2)	1·29 (9·7)	15·49 (10·1)
4th quarter	2·46 (9·8)	3·60 (14·6)	1·04 (16·9)	1·55 (6·3)	1·05 (8·3)	0·73 (12·9)	0·65 (20·6)	0·63 (10·9)	3·40 (14·0)	0·77 (10·1)	1·44 (18·9)	17·31 (12·9)
1964 1st quarter	2·53 (8·2)	3·43 (20·1)	1·11 (28·7)	1·62 (16·9)	1·03 (14·1)	0·78 (29·0)	0·55 (13·0)	0·55 (9·4)	3·52 (22·8)	0·76 (20·5)	1·17 (15·7)	17·06 (18·1)
2nd quarter	2·55 (6·5)	3·60 (12·3)	1·13 (14·7)	1·65 (6·6)	1·16 (21·9)	0·82 (19·5)	0·65 (25·0)	0·60 (11·3)	3·72 (12·8)	0·88 (20·1)	1·43 (22·3)	18·20 (13·4)
3rd quarter	2·28 (1·7)	3·43 (5·6)	1·07 (13·2)	1·45 (6·8)	1·20 (23·0)	0·82 (18·9)	0·55 (3·5)	0·59 (11·7)	3·50 (17·2)	0·89 (27·0)	1·58 (22·0)	17·35 (12·0)
4th quarter	2·55 (3·5)	3·93 (9·2)	1·21 (16·9)	1·76 (13·3)	1·27 (21·5)	0·91 (24·9)	0·74 (14·0)	0·70 (11·3)	3·99 (17·5)	0·91p (17·9)	1·89 (31·1)	19·86p (14·7)

(a) See note (b) to Table 1.
p = Provisional

REPORTS FOR UNITED KINGDOM EXPORTERS ON FIRMS OVERSEAS

UNITED KINGDOM exporters may wish to know more about a firm abroad which has offered to do business with them. The Board of Trade keeps records about the standing, activities and influence of many firms abroad, and will make inquiries about any particular firm not already on record. These are not credit reports (for which the inquirers should apply to banks and other agencies) but they are useful in deciding the suitability of the overseas trade as a sales outlet. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional office of the Board.

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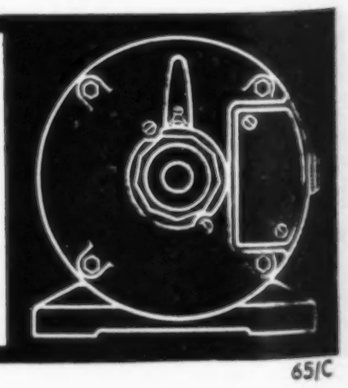
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Table 5—Index numbers of industrial production

seasonally adjusted

1960 = 100

	OECD (a)	United States	European OECD	United Kingdom	EEC	France	Germany (FR) (excluding Saar)	Italy	Japan
1957	89	92	85	90	82	86	82	76	68
1958	86	87	86	88	84	90	84	79	67
1959	95	97	91	93	89	91	90	87	80
1960	100	100	100	100	100	100	100	100	100
1961	104	101	105	100	107	106	106	111	119
1962	110	109	109	101	113	112	111	122	129
1963	116	114	114	106	119	117	115	132	142
1964	125	121	123	113	127	126	125	133	166
1961 1st quarter	100	95	104	100	104	103	106	106	112
2nd quarter	103	100	104	102	105	105	105	109	117
3rd quarter	105	103	104	101	106	106	106	111	123
4th quarter	107	106	106	99	109	108	107	118	127
1962 1st quarter	108	107	108	99	111	110	108	120	130
2nd quarter	110	109	109	102	112	112	111	120	129
3rd quarter	111	110	110	103	114	113	112	122	129
4th quarter	111	110	110	101	115	114	113	125	128
1963 1st quarter	112	111	108	101	113	110*	110	127	130
2nd quarter	115	114	114	104	119	119	116	132	138
3rd quarter	117	116	115	107	120	119	116	134	146
4th quarter	119	116	118	109	123	123	119	136	154
1964 1st quarter	122	118	122	112	126	126	123	136	159
2nd quarter	124	121	122	112	126	128	124	133	164
3rd quarter	125	123	121	112	125	123	125	130	170
4th quarter	127	124	124	115	129	126	128	132	173

(a) Includes Japan. *Significantly affected by a strike.
The index numbers have now been re-based with 1960 = 100 instead of 1953 = 100. The weights used are proportional to the value added in 1958.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Act, 1960, during the week ended Friday May 28, 1965.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
BRITISH					
Adventure in Newfoundland	Br/E 30328	16	May 24	New Realm Pictures Ltd.	National Film Board of Canada.
Look at Life Series 25: *New Hands on the Farm*	Br/E 30329	9	May 24	Rank Film Dsitributors Ltd	Rank Film Distributors Ltd.
The Secret of Blood Island	Br/E 30331	84	May 25	" "	Hammer Film Productions Ltd.
Thunder in Heaven	Br/E 30332	32	May 27	Metro-Goldwyn-Mayer Pictures Ltd.	Ilchester Productions Ltd.
The Hunt is On	Br/E 30333	15	May 27	" "	Rank Film Distributors Ltd.
Daylight Robbery	Br/E 30334	57	May 27	Children's Film Foundation Ltd.	Viewfinder Films Limited for Children's Film Foundation Ltd.
Devil Doll	Br/E 30335	70	May 27	Gala Film Distributors Ltd.	Galaworldfilm Productions Ltd.
The Hill	Br/E 30336	123	May 27	Metro-Goldwyn-Mayer Pictures Ltd.	Seven Arts Productions (U.K.) Ltd.
Pathe Pic Series 534-546: *Pathe Pic No. 546*	Br/E 30337	8	May 27	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 65-42	Br/E 29986	8	May 28	" "	" "
Pathe News 65-43	Br/E 29987	8	May 28	" "	" "
Movietone News 1876A	Br/E 29934	7	May 28	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 1877	Br/E 29935	7	May 28	" "	" "
FOREIGN					
The Night Walker	F 30330	86	May 25	Rank Film Distributors Ltd.	Universal International Films Inc.
Ah Sweet Mouse Story of Life	F 30338	7	May 27	Metro-Goldwyn-Mayer Pictures Ltd.	Metro-Goldwyn-Mayer Inc.
Wild Living (Les Saints Nitouches)	F 30339	90	May 27	Gala Film Distributors Ltd.	Trans World Paris, and Cosmos, Rome.
Secret Agent F.X.18	F 30340	94	May 28	Miracle Films Ltd.	Comptoir Francais du Film, Paris and Procusa, Madrid.
The Golden Goddess of Rio Beni	F 30341	91	May 28	" "	UFA International Gmbh, Munich.
Pork Chop Phooey	F 30342	7	May 28	Columbia Pictures Corporation Ltd.	Columbia Pictures Corporation.
Thousand Island Aquarama	F 30343	9	May 28	" "	" "

AMENDMENT TO THE REGISTER:
The particulars of the film 'La Bonne Soupe' (F 30143) registered on February 24, 1965, have been amended to provide the additional title: 'How to Make a French Dish.'
CORRECTIONS TO THE REGISTER:
The particulars of the film 'Hercules Against the Moonmen' (F 30204) registered on March 25, 1965, have been corrected to show the makers as: Nike, Rome and Comptoir Francais du Film, Paris.
The particulars of the film 'Blood River' (F 30205) registered on March 25, 1965, have been corrected to show the makers as: Piran, Berlin and Atlantida, Rio de Janeiro.

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Production of man-made fibres in April

TOTAL PRODUCTION by weight of man-made fibres in April was 6 per cent more than in April 1964. Within the total, output of continuous filament was 3 per cent more and output of staple fibre 8 per cent more compared with April 1964.

(million lb. 'delivered weight' basis)

	Continuous filament (singles)	Staple fibre	Total
1961 (quarterly average)	65·5	76·4	141·9
1962 (quarterly average)	72·7	84·1	156·8
1963 (quarterly average)	82·6	97·2	179·8
1964 (quarterly average)	94·5	111·8	206·3
1963 4th quarter	90·5	107·2	197·7
1964 1st quarter	93·4	109·9	203·3
1964 4th quarter	101·2	122·4	223·6
1965 1st quarter	102·9	122·8	225·8
1964 February	30·3	34·9	65·2
March	30·6	37·8	68·4
April	31·1	35·8	66·9
1965 February	32·9	38·5	71·4
March	35·2	43·0	78·2
April	32·1	38·8	70·9

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Government surplus sales by auction

MINISTRY OF DEFENCE (ARMY DEPT.)

1965	Stores	Location	Auctioneers
June 10, 11 and 14	Vehicles, machine tools, clothing and textiles, etc.	Ordnance Disposal Depot, Bowhouse, Hurlford, Nr. Kilmarnock, Ayrshire.	Dixon & Wallace Ltd. (Dept. L), Bank Buildings, Graham Square, Glasgow, E.1. (Tel. Bridgeton 2447).
June 17 .	Machine tools, white blankets and blanket pieces, BD blouses and trousers, motorcycle boots, ankle boots and shoes, tentage, carpets and carpeting, groundsheets, haversacks, packs and other webbing equipment, pillows, kitchen utensils, cutlery, furniture, batteries, electrical and MT spares, tool kits and tools, lifting jacks, scrap metal, stainless steel tubing, fire trailer pumps, triple earth moving gang mowers, motor roller, tyres, etc.	Command Ordnance Depot, Coypool, and other locations. (*Sale at Plymouth.*)	Woolland Son & Manico (Dept. L), Kinterbury House, St. Andrew's Cross, Plymouth. (Tel. Plymouth 69292).
June 22 .	Miscellaneous stores	Central Ordnance Depot, Bicester, Oxon. .	Midland Marts Ltd. (Dept. L), Market Square, Bicester. (Tel. 73).
June 30 .	Clothing, blankets, footwear, furniture, mattresses, kitchenware, mixed rags, electric cable, engineers' tools, wireless receivers, etc.	Command Ordnance Depot, Kinnegar, Holywood, Co. Down, Northern Ireland. (*Sale at The Mart, 13 Gloucester Street, Belfast*).	Osborne King and Megran (Dept. L), 14 Montgomery Street, Belfast, 1. (Tel. 20233).

Catalogues for each sale shown above may be obtained from the appropriate Auctioneer 14 days prior to the date of sale. Price 1s. 0d. (*Postal Orders only*).

Sale by Tender – Machine Tools

Radial, horizontal and bench drills; plain and universal grinders; centre copy and capstan lathes; horizontal, vertical and universal millers; presses; shaping, keyseating machines, etc.

Location: Ordnance Storage Depot, Ruddington, Notts.

Application for Tender Forms should be made to Ministry of Defence (AD), Directorate of Sales 4 (b) (ii), First Avenue House, High Holborn, London, W.C.1. Tenders must be returned by 10 a.m. June 22, 1965. Permission to view on presentation of Tender Forms only.

MINISTRY OF DEFENCE (AIR FORCE DEPT.)

1965	Stores	Location	Auctioneers
June 17 .	Miscellaneous stores and equipment .	No. 35 Maintenance Unit, Royal Air Force Heywood.	Brady & Son (AFD1), 17 Warren Street, Stockport. (Tel. Stockport 2252).

The above sale will include the following:

Radio and Electrical: Comparators; rubber covered and other cable; Azimuth indicators; electron tubes; receivers; capacitors; relays; transformers; test equipment; indicators; plugs and connectors; radio valves; generators; salvage electric irons and kettles; headsets; electric motors; portable compressors; lead acid accumulators; telephone sets; miscellaneous radio and electrical equipment, etc.

Fabrics: Salvage textiles and footwear; salvage tarpaulins; salvage rubber tyres and tubes; hessian; salvage tentage; canvas covers, etc.

General Stores: Theodolites and stands; gauges; workshop equipment; metal storage cabinets; metal shelters; heavy duty hosing; chairs and other furniture; Salter weighing machines; hospital ward equipment; nuts, bolts, rivets and washers; hydraulic jacks; metal racking components; anvils and swage blocks; steel safes; metal handcarts; airframe spares; metal bedsteads; oils and greases; 'Kee Klamp' pallet parts; 16,000 gallons of de-icing fluid; low loading and other trolleys; metal pickets, etc.

July 22 .	Miscellaneous stores and equipment . .	No. 25 Maintenance Unit, Royal Air Force, Hartlebury.	Nock & Joseland (AFD1), 65 Coventry Street, Kidderminster. (Tel. Kidderminster 2053 and 4211).

Catalogues for the above sales may be obtained within 14 days of the advertised date of the sale on application to the Auctioneers. Catalogues for sales held at Maintenance Units cost 1s. 0d. each (*Postal Orders only*).

Catfoss airfield: 365 acres with vacant possession on completion, except for 40 acres or thereabouts subject to annual agricultural tenancy, including three hangars A, A1 and T1 type, and other useful buildings will be offered for sale by public auction in 13 lots on Tuesday, June 29, 1965, at 3.00 p.m., in The Exchange Sale Rooms of Messrs. Dee and Atkinson, Driffield, E. Yorks.

For further particulars and free catalogues apply to the auctioneers, Messrs. Dee and Atkinson, Exchange Street, Driffield, E. Yorks. Tel. Driffield 3151/2, or 14 North Bar Within, Beverley. Tel. 882624.

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Exhibitions and Fairs

UK firms' £100,000 orders at Swedish carpet show

WITH THE assistance of the Board of Trade and the Central Office of Information the Federation of British Carpet Manufacturers held an exhibition in Stockholm from May 3-6, in which 13 companies participated. The venue was the Osterman Marble Halls in the centre of the city. Although they have participated in the Frankfurt international carpet show and other general exhibitions this was the first time that members of the Federation displayed carpets abroad in an independent specialized show entirely on their own.

The exhibition was directed primarily at trade buyers, rather than the general public, and as a result of carefully planned publicity prior to the exhibition, which took the form of advertising in trade journals, handouts, direct mail invitations and personal calls on potential visitors all over the country by members of HM Embassy, the trade attendance was most encouraging and included leading wholesalers, retailers, interior decorators, architects and representatives from hotel, cinema and restaurant chains, banks etc. Some of these came from Finland, Denmark and from as far afield as Bergen in Norway.

The stands, which were manned continually by British representatives and their agents, displayed a wide range of carpets, rugs and wall to wall carpeting, numbering some 2,000 of both traditional and modern designs, in 100 per cent wool, wool mixtures and synthetics.

The general consensus of opinion among the organizers, exhibitors and their agents, was that the exhibition had proved a success from all points of view. It had enabled a number of firms to show new designs at first hand and to press home 'quality at the right price'. Also several firms were able to reassess the importance of the Swedish market and find some new openings.

Firm orders valued at £100,000 were said to have been taken and negotiations started for many thousand pounds worth of further business. If one particular negotiation comes off, a whole acre of carpeting will have been sold to a large Swedish business organization as a result of the exhibition.

It is hoped that if this exhibition is energetically followed up, the value of British carpet exports to Sweden, which has already more than doubled over the past two years, will double again.

Details of the amendments and additions to the classified lists of Trade Fairs and Exhibitions are to be found on page 1260.

British pottery and glass at Paris show

BRITISH POTTERY and glassware of both modern and traditional design will be seen at the Salon International des Industries et Arts du Feu (China, Glass and Pottery Exhibition) which is being held in Paris on June 19-25. The contrast will range from earthenware jugs cast from Victorian moulds to glassware awarded the 1964 Duke of Edinburgh's Prize for Elegant Design.

The official British participation at this annual event has been organized for their member-firms by the British Pottery Manufacturers' Federation – for the third successive year – and by the Glass Manufacturers' Federation, who took part last year for the first time. Individual booths will house the exhibits of eight pottery and three glass manufacturing firms. The two associations have arranged the displays in separate collaboration with the Board of Trade on a 'joint venture' basis.

The pottery exhibits will include strong, durable tableware of a translucent and delicate appearance, tea and coffee sets, ornamental figurines, dinner services and clusters of china flowers, as well as traditional bowls and vases, many of them fine examples of ceramic art. Glassware exhibits will range from crystal decanters, jugs and drinking glasses – some specially modified for the French market – to vases, bowls, plates and centrepieces in classical and contemporary styles.

British exports to France of table pottery rose from £151,450 in 1963 to £222,620 in 1964. Exports to France of tableglass for the same periods increased from £21,670 to £39,060.

Britain's display at Poznan largest yet

BRITAIN'S LARGEST participation yet arranged at an annual trade fair overseas has been organized by the Board of Trade for the 34th Poznan International Fair, Poland, which lasts from June 13 until June 27. Some 70 British firms will occupy nearly 1½ acres of exhibition space. This will be the ninth successive year the Board of Trade has organized an official British section at this event. Designed by the Exhibitions Division of the Central Office of Information, the section will be among the largest foreign contingents at the Fair – one of Europe's oldest trade events with a historical tradition dating from the middle ages.

British exhibits will represent a wide cross-section of industry, and will include machine tools, instruments for medical, scientific and electronic applications, industrial conveyors, electrical equipment, printing and copying machines, plastic materials, chemicals and chemical plant, industrial gas equipment, mechanical handling machinery and contractors' plant, as well as cars, cranes and cosmetics.

Two pictorial displays – one illustrating British advances in a wide range of industrial techniques, the other depicting British developments in transport and communications – are being arranged in the British section by the Central Office of Information. A trade information inquiry stand will be manned by staff from the British Embassy, Warsaw, and an adjacent lounge will be available for exhibitors and visitors. On June 19 Sir George Clutton, British Ambassador to Poland, will be host at a reception for officials of Polish political, commercial and technical organizations.

Poland bought £23.9 million worth of British goods last year, compared with British purchases of Polish goods worth £48.1 million.

Radio and electronic components show

MORE THAN 300 members of the British radio and electronic components industry presented one of the most comprehensive displays ever staged at the Radio and Electronic Component exhibition which was opened at Olympia, London on May 18. Sponsored by the Radio and Electronic Component Manufacturers Federation and organised by Industrial Exhibitions Ltd., the exhibits illustrated improvements in 'conventional' components, in all cases with the major aim of greater reliability.

Output of components, instruments and test gear manufactured by members of the RECMF in 1964 reached a total of £177 million, more than 12 per cent above the 1963 figure, stated an official of the exhibition. Exports, he added showed an even greater increase – 20 per cent, to over £70 million. The biggest overseas buyer was the United States who purchased £7.5 million worth of components, a large percentage of which were for the hi-fi audio market.

Mr. A. F. Bulgin, president of the RECMF and chairman of the exhibition committee said: 'We are proud of the figures, but our business is more a matter of technical achievement than statistics. New production methods and design have resulted in significant advances in reliability, a vitally important aspect of component-making in which the United Kingdom manufacturers have always specialised.'

Microelectronics was heavily featured by many of the exhibitors – this is the technique of building up complete modules in solid, compact form. One example, part of an electronic memory system measures only 0.02 square inches – two would rest on the butt-end of a pencil – yet it contains the equivalent of 456 active components.

Intended for training engineers in industry and for use in universities, technical colleges and schools, a training computer was featured by one of the exhibitors. The machine demonstrated computer logic and the manner in which information is organised inside a digital computer, and was designed in conjunction with the Electrical Engineering Department of the Battersea College of Advanced Technology and is now in full production. The basic kit, consisting of a set of Minilog logic elements, other necessary hardware and a comprehensive set of diagrams and drawings, costs £350. Additional mounting accessories, cabinets, etc., bring the figure up to the region of £700 while a fully-wired machine costs £1,025.

The trend towards miniaturisation was underlined by another firm which introduced a range of very small mains transformers of 12 VA rating yet measuring less than one cubic inch. Four versions are available, for printed circuit mounting, completely resin encapsulated, with two-hole fixing or screened in a mu-metal can. The firm announced the extension of its transformer 'design kit' range which provides core laminations, bobbins and windings which can be assembled to specific designs. It is aimed at laboratories, universities, technical colleges and design offices.

Industrial exhibition at Hartlepools

THE HARTLEPOOLS Industrial Exhibition will be held from July 13-17 at Victory Square, West Hartlepool. On display will be products and processes of North-east industry including some resulting from recent development and expansion schemes. Further information can be obtained from the Industrial Development Officer, Municipal Buildings, West Hartlepool. (Tel. Hartlepool 2161).

Business efficiency exhibition in Birmingham

THE FIVE-DAY – 55th – exhibition, organized by the Business Equipment Trade Association at Bingley Hall, Birmingham, was opened by the Lord Mayor, Alderman Frank Price, on May 17. Business equipment was displayed by 84 exhibitors in an area of 43,000 sq. ft., totalling £4 million. The products shown included electronic computers and calculating machines, office printing and composing machines, photocopying and other reproducing equipment, dictating equipment, circular and various other filing systems, office furniture, accounting machines, cash registers, typewriters, addressing machines and strongroom and other security equipment.

There were a number of new products displayed, including an electronic stencil cutting machine which scans original printed or typed matter, forms or drawings and cuts a stencil simultaneously; an executive location indicator enabling the whereabouts of an executive to be seen instantly on a master panel and simultaneously on slave units in other offices and by the switchboard operator; miniature guillotines; a simple but effective 'Factfinder' machine designed to sort edge punched cards for coded information by means of an electrical vibrator base; economical addressing machines designed especially for the smaller-sized firm, costing about the same as an electric typewriter and able to work from punch cards or to be fed with addresses prepared on typewriters; an electric letter opener which can deal with 60 to 80 envelopes a minute, and an electrostatic enlarger for 'blowing up' microfilmed drawings and records.

The total output of business equipment in the United Kingdom in 1964 is estimated by BETA to be valued at £136 million of which nearly £53 million was exported. Exports in the first quarter of 1965 were £13.9 million. Nevertheless Mr. C. A. Levett, president of BETA, in a speech on the opening day, said that he thought greater export achievements were possible.

BETA organize an annual Business Efficiency Exhibition in London in October, and one in the provinces in the late spring. The last occasion when the provincial exhibition was held in Birmingham was in 1960. As well as keeping British businessmen informed of the latest developments in office equipment, these exhibitions also attract buyers from overseas.

Design Centre comes to NI exhibition

A ONE-DAY conference on the subject of Design Management and Northern Ireland will be held in Belfast on June 10. The conference, which will be opened by Mr. A. B. D. Faulkner, Minister of Commerce, is being arranged by the Council of Industrial Design to coincide with the major exhibition of modern British design at the Ulster Hall, Belfast from June 4-28.

The main subjects for debate will be concerned with the growing importance of design, the contribution of the designer, the work of the design manager and design and marketing, and the conference will take place at the Conway Hotel, Dunmurry. Further inquiries and applications to attend should be made to Mr. John Crowther, Industrial Officer, CoID.

During 'The Design Centre Comes to Northern Ireland' exhibition, over 60 Ulster shops will feature more than 650 products from furniture and kitchen equipment to sportswear and wallpaper. The exhibition will be opened by the Earl of Snowdon on June 4 in the City Hall, Belfast.

UK firms display at Swedish fair

BRITISH FIRMS will be exhibiting for the first time in an official display at the annual European Agricultural and Industrial Fair (ELMIA), to be held at Jönköping, Sweden, from June 3-13. The display, organized by the Board of Trade in collaboration with the Agricultural Engineers' Association and the Rural Industries' Bureau, will occupy an area of 10,700 square feet. This will be the fifth ELMIA.

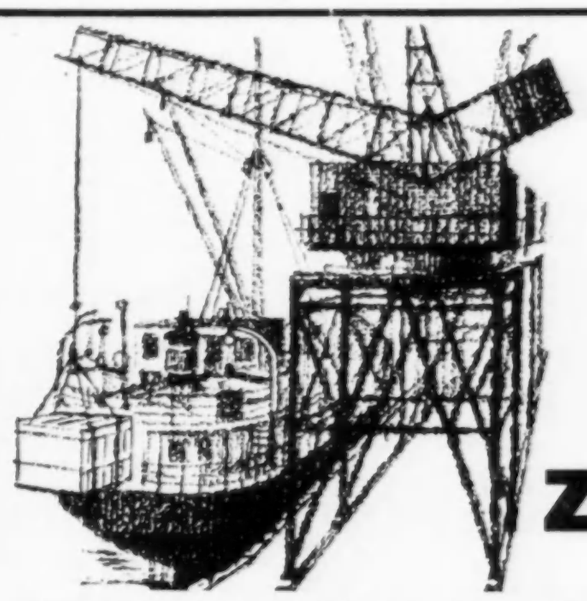
Products to be shown by the 27 British firms taking part in the display will include a tractor safety cab, garden cultivators, hedge-cutters, bee-keeping appliances, a mechanical ditch-digger, and sadlery.

There will also be a trade information inquiry stand staffed by the British Consulate-General, Gothenburg, and the British Embassy, Stockholm. Representatives of the Suffolk Sheep Society and of the Show and Breed Secretaries' Association will also be present on this stand to deal with inquiries about British livestock and agricultural shows.

Rank Xerox Ltd. has opened a branch in Portugal: here Dr. M. J. do Carmo Barros, senior executive of the Ford Motor Company in Portugal, and other guests, show keen interest in the xerocopies produced on the 914 *Rank Xerox Copier by Mrs. M. F. Leal dos Santos at the Open House held in the Company's showroom in Lisbon. Rank Xerox now has its own marketing operations in* 16 *overseas countries plus a jointly-owned company in Japan.*

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Service Branch of the Board of Trade.*



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British participation in trade fairs and trade weeks overseas

MR. DOUGLAS JAY, President of the Board of Trade, was asked in the House of Commons on May 27 what plans he had for assisting British participation in overseas trade fairs and trade weeks, and similar promotional activities during the current financial year. In reply he said 'As I indicated in my speech in the Budget debate on April 8, the proposed programme of overseas trade fairs, British Weeks and store promotions in which the Board of Trade is participating this year is a heavy one. Major items in the programme include British Pavilions organized by the Board of international exhibitions in Johannesburg, Budapest, Poznan and Moscow. An All-British Exhibition will be held in Tokyo next October together with a British Fortnight, and to these the Board is also giving financial assistance.'

'There is a marked increase in the number of joint venture projects in which the Board of Trade supports participation by industry in specialized fairs. Fifty such projects are planned, the more important at Cologne, Paris, Frankfurt and Hanover.

'In addition to the British Week held at Amsterdam earlier this month, there will be major British Weeks at Milan in October and Hong Kong in March next year. Some 50 store promotions are also being supported in Canada, the United States and Europe.'

He added that it was likely that other events would also be included. The commitments representing the main part of the programme are given below:

Place	Title and Date	Type of participation
Johannesburg	Rand Easter Show, April 3-19, 1965	British Pavilion organized with The Textile Promotion Consultative Committee.
Dusseldorf	Clean Air Conference and Exhibition, April 5-9, 1965.	Joint venture with the National Society for Clean Air and the Department of Scientific and Industrial Research.
Paris	International Exhibition of Electronic Components, April 8-13, 1965.	Joint venture with the Radio and Electronic Component Manufactureres' Federation.
Milan	International Samples Fair, April 14-25, 1965.	Official Information Office.
Zagreb	International Spring Fair, April 17-25, 1965.	Joint venture with the Surgical Instrument Equipment and Appliance Export Group.
Berlin	Berlin Fashion Show, April 21-30, 1965.	Joint venture with the Fashion House Group of London.
Cologne	International Babies' and Children's Fair, April 23-25, 1965.	Joint venture with the National Children's Wear Association.
Dusseldorf	European Footwear Samples Display, April 24-26, 1965.	Joint venture with the British Footwear Manufacturers' Federation.
Paris	International Exhibition of Women's Ready-made Apparel, April 24-29, 1965.	Joint venture with the British Fashion Export Group.
Hanover	Hanover Fair, April 24-May 2, 1965	Joint ventures with the Stationers' Association of GB and Ireland, the British Electrical and Allied Manufacturers' Association, and the Federation of Associations of Materials Handling Equipment, and Official Information Office.
Montreal	Grocery and Supermarket Show, April 25-28, 1965.	Joint venture with the Food Manufacturers' Federation, The Cake and Biscuit Alliance, and The Cocoa and Chocolate Alliance.
Copenhagen	Hotel Display by the Dundee Chamber of Commerce, April 26-30, 1965.	Joint venture with the Dundee Chamber of Commerce.
Casablanca	International Trade Fair, April 29-May 16, 1965.	British Pavilion.
Brussels	International Trade Fair, April 30-May 11, 1965.	Official Information stand.
Dusseldorf	International Fashion and Sales Week (IGEDO), May 2-6, 1965.	Joint venture with the British Fashion Export Group.
Stockholm	Display of British Carpets, May 3-6, 1965.	Joint venture with the British Carpets Promotion Council.
Gothenburg	Swedish Trade Fair, May 7-15, 1965	Official Information stand.
Rome	7th International Lighthouse Conference and Exhibition of Aids to Navigation, May 9-29, 1965.	Joint venture with the United Kingdom Atomic Energy Authority.
Oslo	International Shipping Exhibition, May 14-30, 1965.	Joint venture with the Shipbuilding Conference.
Budapest	Industrial Fair, May 21-31, 1965	British Pavilion
Madrid	Feria del Campo, May 21-June 21, 1965.	Joint venture with the Agricultural Engineers' Association, Trade Inquiry stand and a Scotch whisky pub.
Frankfurt	International Textile Exhibition (INTERSTOFF), May 25-28, 1965.	Joint venture with the Textile Promotion Consultative Committee.
Moscow	Scientific Instruments Display (SIMA), May 26-June 4, 1965.	Joint venture with the Scientific Instrument Manufacturers' Association.
Luxembourg	International Trade Fair, May 27-June 6, 1965.	Official Information stand.
Padua	International Samples Fair, May 31-June 13, 1965.	Official Information stand.
Barcelona	International Samples Fair, Jun 1-15, 1965.	Official Information stand and cinema.
Jonkoping	5th European Agriculture and Industrial Fair (ELMIA), June 3-13, 1965.	Joint ventures with the Rural Industries Bureau and the Agricultural Engineers' Association and an Official Information stand.
Paris	International Air Show, June 11-20, 1965.	Official Thematic display with the Ministry of Aviation.
Poznan	International Trade Fair, June 13-27, 1965.	British Pavilion.
Paris	Salon International des Industries et Arts du Feu, June 19-25, 1965.	Joint ventures with the British Pottery Manufacturers' Federation and the Glass Manufacturers' Federation.
Dublin	Scottish Thistle Export Group June 23-25, 1965.	Joint venture with the Scottish Thistle export group.
Munich	3rd International Exhibition of Transport and Communications, June 25-October 3, 1965.	Joint venture with London Transport.
Dieppe	Sussex/Normandy Fair, July 10-18, 1965.	Assistance to the Federation of Sussex Industries.
Messina	Messina Fair, August 8-22, 1965	Official Information office.
New York	National Fancy Food and Confectionery Show, August 15-18, 1965.	Piccadilly Shop organized by Consulate-General in association with local agents.
Izmir	International Fair, August 20-September 20, 1965.	British Pavilion (locally organized) and Foreign Office Information stand. Board of Trade support for site rent.
Cologne	International Men's Fashion Week, August 27-29, 1965.	Joint venture with the Tie Manufacturers' Association.
Basle	International Exhibition of Industrial Electrionics (INEL), September 7-11, 1965.	Assistance to Ministry of Aviation display.
Bari	International Levant Fair, September 7-20, 1965.	Official Information stand.
Paris	International Leather Week, September 10-15, 1965.	Joint ventures with the Clothing Manufacturers' Federation, and the Leather Importers, Factors and Merchants Association and British Leather Federation.
Brussels	International Heating and Ventilating Exhibition, September 11-19, 1965.	Joint ventures with the National Council of Building Material Producers.
Moscow	International Exhibition of Chemistry in Industry, Construction and Agriculture, September 11-26, 1965	British Pavilion.
Vienna	International Autumn Trade Fair, September 12-19, 1965.	British Section, including joint ventures with the British Furniture Manufacturers Federated Associations, the British Radio Equipment Manufacturers' Association, the Federation of British Audio, the Federation of British Horticultural Exporters, the Birmingham Engineering and Building Centre and the British Carpets Promotion Council.
Brno	International Trade Fair, September 12-26, 1965.	Official Information stand.
Frankfurt	International Motor Show, September 16-26, 1965.	Joint venture with the Society of Motor Manufacturers and Traders.
Tokyo	British Exhibition, September 17-October 3, 1965.	Organized by British Overseas Fairs Ltd.
Cologne	Anuga (Fine Foods and Provisions Exhibition), September 25-October 3, 1965.	Joint venture with the Food Manufacturers' Federation Inc.
Stockholm	Technical Fair, October 1-7, 1965	Joint venture with the Birmingham Chamber of Commerce.
Chicago	National Shoe Fair, October 9-13, 1965.	Joint venture with the British Footwear Manufacturers' Federation.
Dusseldorf	3rd International Congress and Exhibition for Instrumentation and Automation (INTERKAMA), October 13-19, 1965.	Official thematic display with the Ministry of Aviation.
Copenhagen	1st International Trade Fair (Consumer Goods), October 15-24, 1965.	Joint ventures with the Federation of Sussex Industries and the Development Corporation for Wales, and an Official Information stand.
Cologne	International Trade Fair for Sports Goods, Camping Equipment and Garden Furniture (SPOGA), October 24-26, 1965.	Joint venture with the Federation of British Manufacturers of Sports and Games.
Lima	Pacific International Trade Fair, October 30-November 14, 1965.	British Pavilion.
Dusseldorf	International Fashion and Sales Week (IGEDO), November 3-7, 1965.	Joint ventures with the British Fashion Export Group and the Associated Fashion Designers of London.
Utrecht	Furniture Trade Fair, November 8-13, 1965.	Joint venture with the British Furniture Manufactures Federated Associations.
Paris	International Building Exhibition (Batimat), November 18-28, 1965.	Joint venture with the National Council of Building Material Producers.
Frankfurt	International Textile Exhibition (INTERSTOFF), November 23-26,	Joint venture with the Textile Promotion Consultative Committee.
Hamburg	Boat Show, January 1966	Official Information stand in conjunction with Ship and Boat Builders' National Federation.
Cologne	International Furniture Fair, January 25-30, 1966.	Joint venture with the British Furniture Manufacturers' Federated Associations.
Paris	International Toy Fair, February 6-12, 1966.	Joint venture with the British Toy Manufacturers' Federation.
Nuremberg	International Toy Fair, February 13-18, 1966.	Joint venture with the British Toy Manufacturers' Federation.
Melbourne	International Trade Fair, March 2-19, 1966.	British Pavilion.

A list of proposed British Weeks and Store Promotions overseas during March 1965 to March 31 1966 was published in the *Board of Trade Journal* on March 12 1965.

European trade fairs and exhibitions

* *indicates event which is held annually at approximately the time stated.*

† *indicates event which is held alternate years at approximately the time stated.*

1965 : General

PADUA: INTERNATIONAL SAMPLES FAIR – May 31-June 13.
* Apply, Fairs and Exhibition Ltd., 14 New Burlington Street, London, W.1. (Tel. Regent 0855).

BARCELONA: INTERNATIONAL SAMPLES FAIR – June 1-15.
* Apply, Feria Oficial E International De Muestras En Barcelonas, Palacio No. 1, Avenida Maria Christina, Barcelona.

NANCY: INTERNATIONAL TRADE FAIR – June 3-14.
* Apply, Commissariat General, 7 rue des Dominicains, Nancy.

LISBON: INTERNATIONAL TRADE FAIR – June 9-23.
* Apply, Casa de Portugal, State Information and Tourist Office, 20 Lower Regent Street London, S.W.1. (Tel. Whitehall 2455).

MALMO: INTERNATIONAL TRADE FAIR – June 11-20.
* Apply, Skanemassan, Kansli, Stadiongatan 25, Malmo.

POZNAN: 34TH INTERNATIONAL FAIR – June 13-27.
* Apply, Official Forwarding Agents, P.S.A. Transport Ltd., 70 Old Broad Street, London, E.C.2. (Tel. Avenue 2424).

BORDEAUX: INTERNATIONAL FAIR – June 17-28.
* Apply, Administration de la Foire Internationale, 12 Place de la Bourse, Bordeaux.

TRIESTE: INTERNATIONAL SAMPLES FAIR – June 20-July 5.
† Apply, Italian Chamber of Commerce, 31 Old Burlington Street, London, W.1. (Tel. Regent 2411).

DIEPPE: SUSSEX/NORMANDY FESTIVAL FAIR – July 10-18.
* Apply, Federation of Sussex Industries, Seven Dials Corner, Brighton, 1.

MESSINA: INTERNATIONAL TRADE FAIR – August 8-22.
* Apply, Ente Autonomo Fiera di Messina, Viale Liberta, Messina.

FRANKFURT: INTERNATIONAL TRADE FAIR (AUTUMN) – August 29-September 3.
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4. (Tel. Central 5050).

STOCKHOLM: ST. ERIK'S FAIR – September 1-12.
* Apply, Trade Fairs and Promotions Ltd., Commonwealth House, 1-19 New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

STRASBOURG: INTERNATIONAL TRADE FAIR – September 2-13.
* Apply, Organizing Committee, 9 rue Brulee, Strasbourg.

ZAGREB: INTERNATIONAL AUTUMN FAIR – September 4-19.
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

LEIPZIG: INTERNATIONAL AUTUMN FAIR – September 5—12.
* Apply, Leipzig Fair Agency in Great Britain, 19 Dover Street, London, W.1. (Tel. Hyde Park 3111).

SALONIKA: INTERNATIONAL TRADE FAIR – September 5-26.
* Apply, Foire International de Thessolonika, Salonika.

UTRECHT: INTERNATIONAL AUTUMN FAIR – September 6-14.
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

BARI: INTERNATIONAL LEVANT FAIR – September 7-20.
* Apply, Du Mont Publicity Co. Ltd., 18 Queensberry Place, London, S.W.7. (Tel. Kensington 1700).

LAUSANNE: SWISS NATIONAL AUTUMN FAIR – September 11-26.
* Apply, Swiss Embassy, 18 Montagu Place, Bryanston Square, London, W.1. (Tel. Paddington 0701).

LIEGE: INTERNATIONAL AUTUMN FAIR – September 11-26.
* Apply, Belgium House, 167 Regent Street, London, W.1. (Tel. Regent 1491).

BRNO: INTERNATIONAL TRADE FAIR – September 12-26.
* Apply, Fairs and Exhibitions Ltd., 14 New Burlington Street, London, W.1. (Tel. Regent 0855-8).

VIENNA: INTERNATIONAL AUTUMN TRADE FAIR – September 12-19.
* Apply, Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, S.W.7. (Tel. Knightsbridge 6938).

BOLZANO: INTERNATIONAL SAMPLES FAIR – September 17-27.
* Apply, Fiera di Bolzano, Via Roma 18, C.P. 297, Bolzano.

HELSINKI: FINNISH INDUSTRIES FAIR – September 17-26.
† Apply, The Finnish Fair (Suomen Messut), Helsinki Exhibition Centre, Messuhallit, Helsinki.

BERLIN: GERMAN INDUSTRIES FAIR – September 22-October 3.
* Apply, Berliner Ausstellungen, Hammarsjold Platz 1-7, 1 Berlin 19.

MARSEILLES: INTERNATIONAL FAIR – September 23-October 4.
* Apply, Butlers Advertising Service, Fenwick House, 292 High Holborn, London, W.C.1. (Tel. Chancery 4224/5).

METZ: INTERNATIONAL AUTUMN TRADE FAIR – September 29-October 10.
* Apply, Mrs. Muriel C. Black, London Office of the Metz Fair, 47 Nottingham Place, London, W.1. (Tel. Welbeck 9759).

COPENHAGEN: INTERNATIONAL TRADE FAIR (CONSUMER GOODS) – October 15-24.
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1. (Tel. Langham 6740).

1965 : Specialized

Aeronautical

PARIS: INTERNATIONAL AERONAUTICAL EXHIBITION – June 11-20.
* Apply, Union Syndicale des Industries Aeronautiques et Spatiales, 6 rue Galilee, Paris 16e. (Tel. 553-89-10).

GENOA: INTERNATIONAL FAIR OF MARITIME COMMUNICATIONS AND TELECOMMUNICATIONS (INTERCOM) AND INTERNATIONAL AERONAUTICAL SALON – October 30-November 7.
† Apply, Finextra Ltd., 213/4 Piccadilly, London, W.1. (Tel. Regent 3944/5).

Agriculture, Agricultural Machinery, Dairy Industries, Livestock and Fisheries

MADRID: INTERNATIONAL AGRICULTURAL FAIR (FERIA DEL CAMPO) – May 21-June 21.
Apply, Spanish Embassy, Commercial Department, 3 Hans Crescent, London, S.W.1. (Tel. Kensington 4891).

JONKOPING: 5TH EUROPEAN AGRICULTURAL AND INDUSTRIAL FAIR (ELMIA) – June 3-13.
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

TRONDHEIM: 2ND OFFICIAL FISHERIES FAIR – August 19-29.
Apply, P.O. Box 130, Skoyen, Oslo, Norway.

STUTTGART: AGRICULTURAL FAIR – September 25-October 3.
Apply, C.E.S. (Overseas) Ltd., 225c Balham High Road, London, S.W.17. (Tel. Balham 4650).

GOTHENBURG: INTERNATIONAL FISHERY TRADE FAIR – October 29-November 7.
† Apply, Finextra Ltd., 213/4 Piccadilly, London, W.1. (Tel. Regent 3944/5).

Building, Public Works

GOTHENBURG: INTERNATIONAL ROAD CONSTRUCTION, MACHINERY AND EQUIPMENT EXHIBITION (VAG 65) – June 11-18.
Apply, VAG 65, Kungsportsavenyen 2, Gothenburg.

PARIS: INTERNATIONAL BUILDING EXHIBITION (BATIMAT) – November 18-28.
* Apply, M. Le Prince, Salon International de la Construction et des Industries du Second Oeuvre, 1 Avenue Niel, Paris.

Capital Goods, Engineering, Machinery

LIEGE: INTERNATIONAL MINING AND INDUSTRIAL MACHINES FAIR – May 22-June 7.
* Apply, Belgium House, 167 Regent Street, London, W.1. (Tel. Regent 1491).

TURIN: INTERNATIONAL TECHNICAL EXHIBITION – September 23-October 6.
* Apply, Salone Internazionale della Tecnica, Corso Massimo d'Azeglio 15, Turin.

STOCKHOLM: TECHNICAL FAIR – October 1-7.
* Apply, Trade Fairs and Promotions Ltd., Commonwealth House, 1-19 New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

UTRECHT: INTERNATIONAL TRADE FAIR FOR MACHINERY, APPARATUS AND INSTRUMENTS FOR CHEMICAL, FOODSTUFF AND BEVERAGE INDUSTRIES (MACHEVO) – October 13-20.
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

ROTTERDAM: INTERNATIONAL SHIPBUILDING, MARINE ENGINE AND PORT EQUIPMENT – November 9-13.
* Apply, Anglian Trade Promotions Ltd., 67/69 Chancery Lane, London, W.C.2. (Tel. Chancery 6561-3).

(*Continued on next page*)

EUROPEAN FAIRS AND EXHIBITIONS, *continued*

Chemicals, Hospital and Hospital Equipment etc.

STOCKHOLM: INTERNATIONAL HOSPITAL EXHIBITION – June 16-24.
Apply, Svenska Sjukhusforeningen and Ab St. Eriks Massan, Storangsvagan 18, Stockholm.

BERLIN: SOAP FAIR – August 28-31.
* Apply, Berlin Ausstellungen, 1 Berlin 19 (Charlottenburg) Messe-Damm 22. (Tel. 30391).

MOSCOW: INTERNATIONAL EXHIBITION OF CHEMISTRY IN INDUSTRY, CONSTRUCTION AND AGRICULTURE – September 11-26.
Apply, Industrial and Trade Fairs Ltd., Commonwealth House, 1/19 New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

STUTTGART: INTERNATIONAL DENTAL EXHIBITION – September 14-19.
Apply, C.E.S. (Overseas) Ltd., 225c Balham High Road, London, S.W.17. (Tel. Balham 4650).

FRANKFURT: PHYSICISTS' CONGRESS AND EXHIBITION – October 4-9.
Apply, Herr S. Szyperski, 4005 Buderich B, Dusseldorf am Kapittelsbusch 9.

BRUSSELS: INTERNATIONAL EXHIBITION OF HOSPITAL AND MEDICAL EQUIPMENT – November 6-15.
† Apply, Salon International de l'Equipement Medical et Hospitalier, 171 Avenue du Domaine, Brussels, 19.

Clocks and Watches

BESANCON: INTERNATIONAL HOROLOGICAL EXHIBITION – September 4-13.
* Apply, Salon International de l'Horlogerie, 54 Grande-Rue, Besancon.

Electrical, Radio, Television, Electronics and Telecommunications

ROME: INTERNATIONAL EXHIBITION OF ELECTRONICS, NUCLEAR ENERGY AND TELEVISION, RADIO AND CINEMATOGRAPHY – June 18-29.
* Apply, Rassegna Internazionale Electronica Nucleare e Teleradicine Matografica, Via Crescenzio No. 9, Rome.

BASLE: INTERNATIONAL EXHIBITION OF INDUSTRIAL ELECTRONICS (INEL) – September 7-11.
† Apply, Exhibition Management, Swiss Industries Fair, 61 Clarastrasse, 4000 Basle.

PARIS: INTERNATIONAL RADIO AND TELEVISION EXHIBITION – September 9-19.
† Apply, Commissaire General, 16 rue de Presles, Paris 15e. (Tel. 273-24-70).

AMSTERDAM: RADIO AND TELEVISION EXHIBITION (FIRATO) – September 16-26.
† Apply, R. A. I. Gebouw, Europaplein 8, Amsterdam.

GENOA: INTERNATIONAL FAIR OF MARITIME COMMUNICATIONS AND TELECOMMUNICATIONS (INTERCOM) – October 30-November 7.
† Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W.1. (Tel. Regent 0511).

Foodstuffs, Hotel and Catering

PARIS: INTERNATIONAL CONFECTIONERY EXHIBITION (INTERSUC) – September 12-15.
* Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1. (Tel. Langham 6740).

PARMA: INTERNATIONAL PRESERVED FOOD AND FOOD PACKAGING EXHIBITION – September 20-30.
* Apply, Italian Chamber of Commerce, 31 Old Burlington Street, London, W.1. (Tel. Regent 2411).

COLOGNE: GENERAL EXHIBITION OF FINE FOODS, VICTUALS AND PROVISIONS (ANUGA) – September 25-October 3.
† Apply, Du Mont Publicity Co. Ltd., 18 Queensberry Place, London, S.W.7. (Tel. Kensington 1700).

MONTPELIER: INTERNATIONAL VINICULTURAL AND WINE FAIR – October 9-19.
* Apply, Foire Internationale de la Vigne et du Vin, 11 bis, rue de la Loge, Montpelier.

PARIS: INTERNATIONAL HOTEL AND CATERING EQUIPMENT EXHIBITION, "EQUIP' HOTEL" – October 14-25.
* Apply, 15 Rue de Liege, Paris 9. (Tel. TR 155.11).

STUTTGART: INTERNATIONAL HOTEL AND CATERING TRADES EXHIBITION – October 22-November 1.
Apply, C.E.S. (Overseas) Ltd., 225c Balham High Road, London, S.W.17. (Tel. Balham 4650).

DIJON: FOIRE GASTRONOMIQUE (NATIONAL FOOD, WINES AND GASTRONOMY EXHIBITION) – October 20-November 11.
* Apply, Palais des Expositions, Boulevard de Champagne, Dijon.

BRUSSELS: INTERNATIONAL FOOD AND HOME (ARTS MENAGERS) EXHIBITION – October 30-November 14.
* Apply, S.I.M.P.A., 8-10 Place de Brouckere, Brussels.

Furniture, Home, Household

NAPLES: HOMES, FURNISHING AND CLOTHING EXHIBITION (FIERA DELLA CASA) – June 19-July 4.
† Apply, Ente Autonomo Mostra d'Oltremare, Piazza Campi Flegrei, Naples.

PARIS: SALON INTERNATIONAL DES INDUSTRIES ET ARTS DU FEU (GLASSWARE, CHINA AND POTTERY) – June 19-25.
* Apply, Commissaire General, 32 rue de Paradis, Paris 10(e). (Tel. PRO 76.02).

COLOGNE: INTERNATIONAL FAIR OF ACCESSORIES AND MATERIALS FOR WOODWORKING, FURNITURE, UPHOLSTERED FURNITURE AND MATTRESSES, HOUSE, SHIP AND VEHICLE BUILDING AND FOR LIGHT CONSTRUCTIONAL WORK (INTERZUM) – June 24-27.
* Apply, Du Mont Publicity Co. Ltd., 18 Queensberry Place, London, S.W.7. (Tel. Kensington 1700).

HAUGESUND: THE NORTH SEA FAIR – July 28-August 12.
Apply, The Travel Association of Haugesund, POB 261, Haugesund, Norway.

BASLE: INTERNATIONAL HARDWARE AND IRONMONGERY FAIR (INTERFEREX) – August 29-31.
† Apply, Denis G. Love Esq., International Marketing Advertising Design Group, 18 Swakeleys Drive, Ickenham, Middlesex. (Tel. Uxbridge 4891).

MILAN: INTERNATIONAL EXHIBITION AND MARKET OF HOUSEHOLD GOODS, GLASSWARE, CERAMICS, HARDWARE AND TOOLS – September 4-7.
* Apply, F. C. Urbach, International Advertising Limited, 23 Lyndhurst Road, London, N.W.3. (Tel. Swiss Cottage 3952).

GOTHENBURG: INTERNATIONAL SWEDISH HOME AND HOUSEHOLD EXHIBITION (DAGENS HUSHALL) – September 4-12.
* Apply, Utstallhingen Dagens Hushall, Kopmannens Hus Vasgaten 52, PO Box 3067, Gothenburg 3.

COLOGNE: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE TRADE FAIR – September 10-12.
* Apply, Du Mont Publicity Co. Ltd., 18 Queensberry Place, London, S.W.7. (Tel. Kensington 1700).

VICENZA: INTERNATIONAL CERAMICS EXHIBITION – September 19-26.
* Apply, Ente Fiera di Vicenza, Contra Mure Porta Nova 3, Vicenza.

LYONS: FURNITURE FAIR (MEUROPAM) – October 2-5.
* Apply, Robert Brandon & Partners Ltd., 10 Clifford Street, London, W.1. (Tel. Regent 0511).

GENEVA: SALON DES ARTS MENAGERS (HOUSEHOLD EXHIBITION) – October 27-November 7.
* Apply, Secretariat, 54b Rte, des Accacias, Geneva.

LILLE: HOME COMFORT AND CHILDREN EXHIBITION – October 31-November 11.
* Apply, Commissaire General, Palais de la Foire, Lille.

UTRECHT: INTERNATIONAL FURNITURE EXHIBITION – November 8-13.
† Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

Heating and Ventilating, etc.

BRUSSELS: INTERNATIONAL HEATING AND VENTILATING EXHIBITION – September 18-26.
* Apply, Building Exhibition, 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

Laundry

PARIS: INTERNATIONAL LAUNDRY, DYEING AND CLEANING EXHIBITION – November 5-15.
† Apply, 80 Boulevard Malesherbes, Paris 8e.

Leather, Footwear

OFFENBACH: INTERNATIONAL LEATHER GOODS FAIR – August 28-September 2.
* Apply, Offenbacher Messe Gesellschaft m.b.H. 605 Offenbach/M.1. Kaiserstrasse 108 112 Postfach 32.

ELDA: INTERNATIONAL FOOTWEAR AND ALLIED INDUSTRIES FAIR – September 1-9.
Apply, Feria Internacional del Calzado Y Industrias Afines Elda, Alicante, Spain.

FLORENCE: SHOE AND LEATHER FAIR – September 4-12.
* Apply, Mostra Campionaria Calzature Pelletterie Cuoio, Via Valfonda 9, Florence.

PARIS: INTERNATIONAL LEATHER WEEK – September 10-15.
* Apply, The Secretary, Conseil National du Cuir, 2 Rue Edouard VII, Paris, 9e. (Tel. Ope 68.60).

Machine Tools, etc.

BRUSSELS: EUROPEAN MACHINE TOOL EXHIBITION – September 3-12.
Apply, Machine Tools Trade Association Incorporated, 25/28 Buckingham Gate, London, S.W.1. (Tel. Victoria 7542).

ESSEN: WELDING AND CUTTING EXHIBITION – September 25-October 3.
Apply, Gemeinnutzige Ausstellungs GmbH, 2 Norbert Strasse, Essen.

Motor Cars, Motor Cycles, Cycles

FRANKFURT: INTERNATIONAL MOTOR EXHIBITION – September 16-26.
* Apply, Verband Der Automobilindustrie ev. Post Box 725347, Westendstrasse 61, Frankfurt-am-Main 16.

PARIS: INTERNATIONAL MOTOR CAR, CYCLE AND SPORTS EXHIBITION – October 6-16.
Apply, R. C. Liebman, 178, Fleet Street, London, E.C.4. (Tel. City 5889).

TURIN: INTERNATIONAL MOTOR SHOW – November 3-14.
* Apply, Comitato Organizzatore, Salone Internazionale dell'Automobile, Corso Galileo Ferraris 61, Turin.

MILAN: INTERNATIONAL CYCLE AND MOTOR CYCLE EXHIBITION – December 4-13.
† Apply, National Association of Cycle, Motor Cycle and Accessories Manufacturers, Via Mauro Macchi 32, Milan.

Packaging

MILAN: INTERNATIONAL PACKAGING, MECHANICAL HANDLING INDUSTRIAL MACHINES AND FOOD PROCESSING EXHIBITION (IPACK-IMA) – September 11-17.
* Apply, IPACK-IMA Exhibition, Via Gian Giacomo Mora 13, Milan.

BARCELONA: CANNING AND PACKAGING EXHIBITION (IBERPAK) – November 5-17.
Apply, Sr. Director, IX Salon del Envase y de Embalaje Iberpak 65, Avenida Maria Cristina, Parque de Montjuich, Barcelona.

Plastics

GHENT: EUROPEAN PLASTICS FAIR – October 21-31.
† Apply, Du Mont Publicity Co. Ltd., 18 Queensberry Place, London, S.W.7. (Tel. Kensington 1700).

Printing, Stationery, Office Machinery

PARIS: INTERNATIONAL PAPER, PRINTING AND ALLIED TRADES EQUIPMENT EXHIBITION – June 18-27.
Apply, Commissariat General du Salon des Techniques Papetieres et Graphiques, 40 rue du Colisee, Paris, 8eme.

ZURICH: OFFICE EQUIPMENT EXHIBITION (B.U.F.A.) – September 7-11.
† Apply, President, N.C.R. Company, P.O. Box 8023, Zurich.

MILAN: ITALIAN OFFICE MACHINERY AND EQUIPMENT EXHIBITION (SMAU) – September 24-October 2.
* Apply, Associazione Nazionale Commercianti Macchine e forniture per Ufficio, Piazza Belgioloso 1, Milan.

PARIS: INTERNATIONAL BUSINESS MACHINES AND OFFICE EQUIPMENT EXHIBITION (SICOB) – October 14-23.
* Apply, Salon de l'Equipement de Bureau, 6, Place de Valois, Paris, 1 er. (Tel. Central 99.40).

Scientific Instruments

DUSSELDORF: INTERNATIONAL CONGRESS AND EXHIBITION OF MEASURING INSTRUMENTATION AND AUTOMATION (INTERKAMA) – October 13-19.
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1. (Tel. Langham 6740).

Shop Equipment

PARIS: INTERNATIONAL RETAIL TRADES EQUIPMENT SHOW – October 2-11.
* Apply, Salon de l'Equipement des Commerce, 42 rue du Louvre, Paris 1 er.

Sports

ANCONA: INTERNATIONAL FISHING AND NAUTICAL SPORTS FAIR – June 26-July 11.
* Apply, The Italian Institute for Foreign Trade, 31 Old Burlington Street, London, W.1. (Tel. Regent 2411).

COLOGNE: INTERNATIONAL TRADE FAIR OF SPORTS GOODS AND CAMPING EQUIPMENT (SPOGA) – October 24-26.
* Apply, Du Mont Publicity Co. Ltd., 18 Queensberry Place, London, S.W.7. (Tel. Kensington 1700).

PARIS: INTERNATIONAL PROFESSIONAL OPEN AIR EQUIPMENT AND FISHING EXHIBITION – October 30-November 2.
* Apply, Spodex, 149 Rue St. Honore, Paris, 1.

Textiles and Clothing

MILAN: INTERNATIONAL MARKET FOR CLOTHING TEXTILES (MITAM) – June 9-12.
Apply, Murray Watson Ltd., 58 Brook Street, London, W.1. (Tel. Grosvenor 3508).

WIESBADEN: INTERNATIONAL MILLINERY FAIR – June 10-12.
* Apply, Internationale Hutfachmesse GmbH, Frankfurt am Main Kaiserstrasse 64.

DORNBIRN: INTERNATIONAL EXPORT AND SAMPLES FAIR (TEXTILES) – July 17-25.
* Apply, Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, S.W.1. (Tel. Knightsbridge 6938).

COLOGNE: INTERNATIONAL MEN'S FASHION WEEK – August 27-29.
* Apply, Du Mont Publicity Co. Ltd., 18 Queensberry Place, London, S.W.7. (Tel. Kensington 1700).

BRUSSELS: EUROPEAN TRADE SHOW OF READY-MADE CLOTHING FOR MEN – September 5-8.
* Apply, C.E.P.C.O. a.s.b.l., 52 rue du Progres, Brussels 1.

BERLIN: FASHION WEEK – September 6-15.
* Apply, Industrie-und Handelskammer zu Berlin, Hardenbergstrasse 16-18 1 Berlin 12.

TURIN: INTERNATIONAL CLOTHING EXHIBITION MART (SAMIA) – September 9-12.
* Apply, Mrs. Ruth Stewart, 12 Montagu Mansions, York Street, London, W.1. (Tel. Hunter 4100).

DUSSELDORF: INTERNATIONAL FASHION AND SALES WEEK (IGEDO) – September 17-20.
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1. (Tel. Langham 6740).

BRUSSELS: EUROPEAN TRADE SHOW OF READY-MADE CLOTHING FOR LADIES AND CHILDREN – October 2-7.
* Apply, Centre Professional pour l'expansion de l'industrie de la Confection (C.E.P.C.O. a.s.b.l.), 52 rue du Progres, Brussels.

BERLIN: FASHION WEEK – October 4-15.
* Apply, Industrie-und Handelskammer zu Berlin, Hardenbergstrasse 16-18, 1 Berlin 12.

COLOGNE: INTERNATIONAL FAIR OF LINGERIE UNDERWEAR AND FOUNDATION GARMENTS – October 14-17.
* Apply, Du Mont Publicity Co. Ltd., 18 Queensberry Place, London, S.W.7. (Tel. Kensington 1700).

COLOGNE: INTERNATIONAL BABIES' AND CHILDREN'S FAIR – October 15-17.
* Apply, Du Mont Publicity Co. Ltd., 18 Queensberry Place, London, S.W.7. (Tel. Kensington 1700).

DUSSELDORF: FASHION AND SALES WEEK (IGEDO) – November 3-7.
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1. (Tel. Langham 6740).

PARIS: INTERNATIONAL EXHIBITION OF WOMEN'S READY-TO-WEAR CLOTHING – November 6-11.
* Apply, Salon International du Prêt-à-Porter Féminin, 23, rue Notre Dame-des-Victoires, Paris.

MILAN: INTERNATIONAL MARKET FOR CLOTHING TEXTILES (MITAM) – November 18-21.
* Apply, Murray Watson Ltd., 58 Brook Street, London, W.1.

FRANKFURT: INTERNATIONAL TEXTILE EXHIBITION (INTERSTOFF) – November 23-26.
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4. (Tel. Central 5050).

Transport

MUNICH: INTERNATIONAL EXHIBITION OF TRANSPORT AND COMMUNICATIONS – June 25-October 3.
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

Wood and Woodworking Machinery

KLANGENFURT: AUSTRIAN TIMBER FAIR – August 5-15.
Apply, C.E.S. (Overseas) Ltd., 225c Balham High Road, London, S.W.17. (Tel. Balham 4650).

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FRANKFURT: INTERNATIONAL TRADE FAIR (SPRING) – February 27-March 3.
* Apply, LEP Transport Limited, Sunlight Wharf, Upper Thames Street, London, E.C.4. (Tel. Central 5050).

UTRECHT: ROYAL NETHERLANDS INDUSTRIES FAIR – March 7-15.
* Apply, Exhibitions Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

METZ: INTERNATIONAL SPRING FAIR (EXPOMETZ) – March 23-April 5.
* Apply, Mrs. Muriel C. Black, London Office of the Metz Fair, 47 Nottingham Place, London, W.1. (Tel. Welbeck 9759).

LYONS: INTERNATIONAL FAIR – March 26-April 4.
* Apply, Robert Brandon & Partners Ltd., 10 Clifford Street, London, W.1. (Tel. Regent 0511).

MILAN: INTERNATIONAL SAMPLES FAIR – April 14-25.
* Apply, Italian Chamber of Commerce, 31 Old Burlington Street, London, W.1. (Tel. Regent 2411).

BASLE: SWISS INDUSTRIES FAIR – April 16-26.
* Apply, Swiss Embassy, 18 Montagu Place, Bryanston Square, London, W.1. (Tel. Paddington 0701).

HANOVER: HANOVER FAIR – April 30-May 8.
* Apply, Schenkers Ltd., Royal London House, 13 Finsbury Square, London, E.C.3. (Tel. Metropolitan 9711).

BRUSSELS: INTERNATIONAL FAIR – April 30-May 11.
* Apply, Belgium House, 167 Regent Street, London, W.1. (Tel. Regent 1491).

GOTHENBURG: SWEDISH TRADE FAIR – May 6-15.
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1. (Tel. Langham 6740).

MOSCOW: BRITISH INDUSTRIAL EXHIBITION – July 8-24.
Apply, Industrial and Trade Fairs Ltd., Commonwealth House, 1/19 New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

FRANKFURT: INTERNATIONAL TRADE FAIR (AUTUMN) – August 28-September 1.
* Apply, LEP Transport Limited, Sunlight Wharf, Upper Thames Street, London, E.C.4. (Tel. Central 5050).

STOCKHOLM: ST. ERIKS FAIR – August 31-September 11.
* Apply, Trade Fairs and Promotions Ltd., Commonwealth House, 1/19 New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

HELSINKI: FINNISH INTERNATIONAL TRADE FAIR – September 15-25.
† Apply, The Finnish Fair (Suomen Messut) Finnish Fair, Toolo, Helsinki.

1966—Specialized

Aeronautical

HANOVER: GERMAN AVIATION EXHIBITION – April 30-May 8.
† Apply, Schenkers Ltd., Royal London House, 13 Finsbury Square, London, E.C.2. (Tel. Metropolitan 9711).

TURIN: INTERNATIONAL AERONAUTICAL EXHIBITION – June 4-12.
† Apply, International Committe of Airport Systems, 12 Kendrick Mews, Kendrick Place, London, S.W.7. (Tel. Knightsbridge 7512).

Agriculture, Agricultural Machinery, Dairy Industries, Livestock and Fisheries

BRUSSELS: INTERNATIONAL AGRICULTURAL WEEK – February 13-20.
† Apply, Secretariat General, 2 Avenue Louis Bertrand, Brussels. (Tel. 15.09.75).

PARIS: INTERNATIONAL AGRICULTURAL MACHINERY EXHIBITION – March 7-13.
* Apply, Salon International de la Machine Agricole, 95 Rue Saint Lazare, Paris 9e.

FRANKFURT: INTERNATIONAL AGRICULTURAL SHOW – May 8-15.
† Apply, German Agricultural Society, Zimmerweg 16, Frankfurt am Main.

(*Continued on next page*)

EUROPEAN FAIRS AND EXHIBITIONS, *continued*

MUNICH: INTERNATIONAL D L G-SPECIAL EXHIBITION FOR DAIRY TECHNIQUE – July 4-9.
Apply, German Agricultural Society, Zimmerweg 16, Frankfurt am Main.

Building, Public Works

VERONA: INTERNATIONAL EXHIBITION OF EARTH MOVING AND BUILDING MACHINERY (SA.MO.TER) – February 2-7.
* Apply, Ente Autonomo per le Fiere di Verona, Casella Postale 199, Vialedel Lavoro, Verona.

MUNICH: INTERNATIONAL EXHIBITION OF BUILDING MACHINES (BAUMA) – March 19-27.
* Apply, Building Exhibition Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

Electrical, Radio, Television and Electronics

COPENHAGEN: INTERNATIONAL FAIR FOR ELECTRONICS, AUTOMATION AND INSTRUMENTS – April 15-24.
Apply, The Secretariat, 1 Julius Thomsens Plads, Copenhagen V.

Food

ZURICH: INTERNATIONAL BAKERY AND CONFECTIONARY TRADE FAIR – May 13-22.
* Apply, Zuspa Genossenschaft Zurcher Spezial – Ausstellungen, Nordstrasse 20, Zurich, 6.

COPENHAGEN: 6TH INTERNATIONAL A.I.D.A. CONGRESS AND EXHIBITION (FOOD) – June 23-July 3.
Apply, General Secretariat, A.I.D.A., Congress, 2 Trommesalem, Copenhagen V.

Fur

FRANKFURT: INTERNATIONAL FUR FAIR – March 30-April 3.
* Apply, Frankfurter Rauchwaren-Messe GmbH, Borsenstrasse 8, 6 Frankfurt am Main.

Furniture, Home, Household

PARIS: FURNITURE EXHIBITION – January 19-24.
† Apply, Salon du Meuble et des Industries de l'Ameublement, 22 Avenue Franklin-Roosevelt, Paris 8e.

PARIS: INTERNATIONAL EXHIBITION OF FURNITURE EQUIPMENT AND MATERIAL SUPPLIES – January 19-24.
† Apply, "Appromeuble", 22 Avenue Franklin-Roosevelt, Paris 8e.

COLOGNE: INTERNATIONAL FURNITURE FAIR – January 25-30.
* Apply, Du Mont Publicity Co. Ltd., 18 Queensberry Place, London, S.W.7. (Tel. Kensington 1700).

COLOGNE: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE FAIR – March 3-6.
* Apply, Du Mont Publicity Co. Ltd., 18 Queensberry Place, London, S.W.7. (Tel. Kensington 1700).

MUNICH: INTERNATIONAL HANDICRAFTS AND SUPPLIER INDUSTRIES FAIR – May 12-22.
* Apply, Du Mont Publicity Co. Ltd., 18 Queensberry Place, London, S.W.7. (Tel. Kensington 1700).

PARIS: COMMUNITY LIFE EXHIBITION – May 19-23.
Apply, Salon de la Vie Collective, 15 Avenue de la Division-Leclerc, Puteaux (Seine).

COLOGNE: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE TRADE FAIR – September 9-11.
* Apply, Du Mont Publicity Co. Ltd., 18 Queensberry Place, London, S.W.7. (Tel. Kensington 1700).

Handicrafts

MUNICH: INTERNATIONAL HANDICRAFTS EXHIBITION – May 12-22.
† Apply, Du Mont Publicity Co. Ltd., 18 Queensberry Place, London, S.W.7. (Tel. Kensington 1700).

Heating and Ventilating etc.

STUTTGART: INTERNATIONAL TRADE FAIR FOR OIL AND GAS FIRING (INTHERM) – March 30-April 3.
* Apply, C.E.S. (Overseas) Limited, 225c Balham High Road, London, S.W.17. (Tel. Balham 4650).

Leather, Footwear

MILAN: INTERNATIONAL LEATHER EXHIBITION (MIPEL) – January 22-26.
* Apply, Mercato Italiano della Pelleteria, (MIPEL), Via Leopardi 14, Milan.

OFFENBACH: INTERNATIONAL LEATHER GOODS TRADE FAIR – February 26-March 3.
* Apply, Offenbacher Messe GmbH, Kaiserstrasse 108-112, Offenbach am Main.

DUSSELDORF: 21ST GERMAN FOOTWEAR SAMPLES DISPLAY (GDS) – April 16-18.
* Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1. (Tel. Langham 6740).

OFFENBACH: INTERNATIONAL LEATHER GOODS FAIR – August 27-September 1.
* Apply, Offenbacher Messe GmbH, Kaiserstrasse 108-112, Offenbach am Main.

DUSSELDORF: 22ND GERMAN FOOTWEAR SAMPLES DISPLAY (GDS) – September 24-26.
* Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1. (Tel. Langham 6740).

Nautical

STOCKHOLM: INTERNATIONAL BOAT SHOW – March 17-28.
* Apply, "Alt för Sjön" Fack, Storangsvagen 18, Stockholm No.

Nuclear Energy

BASLE: INTERNATIONAL NUCLEAR INDUSTRIES FAIR – September 8-14.
Apply, The Secretary, Nuclex 66, Basle 21.

Packaging

DUSSELDORF: 4TH INTERNATIONAL TRADE FAIR OF PACKAGING MACHINERY AND MATERIALS AND CONFECTIONERY MACHINERY (INTERPACK) – May 12-18.
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1. (Tel. Langham 6740).

Photography

COLOGNE: INTERNATIONAL PHOTO AND CINE EXHIBITION (PHOTOKINA) – October 1-9.
† Apply, Du Mont Publicity Co. Ltd., 18 Queensberry Place, London, S.W.7. (Tel. Kensington 1700).

Plastics

PARIS: INTERNATIONAL PLASTICS AND RUBBER EXHIBITION (EUROPLASTIQUE) – May 20-30.
Apply, Du Mont Publicity Co. Ltd., 18 Queensberry Place, London, S.W.7. (Tel. Kensington 1700).

UTRECHT: INTERNATIONAL PLASTICS FAIR (MACROPLASTIC) – October 19-26.
† Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

Scientific Instruments

BASLE: INTERNATIONAL CONGRESS AND EXHIBITION OF LABORATORY MEASUREMENT AND AUTOMATION TECHNIQUES IN CHEMISTRY – October 17-22.
Apply, Sekretariat, Ilmac, Basle, 21.

MUNICH: INTERNATIONAL EXHIBITION OF MEASURING INSTRUMENTS AND ELECTRONIC COMPONENTS (ELECTRONICA) – October 20-26.
† Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

Shop Equipment

DUSSELDORF: "EUROSHOP 1966" EUROPEAN EXHIBITION AND CONFERENCE FOR SHOPFITTING AND DISPLAY – June 11-15.
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1. (Tel. Langham 6740).

Textiles and Clothing

PARIS: EUROPEAN MEN'S WEAR EXHIBITION – February 13-15.
* Apply, Promas, 8 Rue de Richelieu, Paris, 1er.

BERLIN: FASHION WEEK – March 7-15.
* Apply, Industrie und Handelskammer zu Berlin, Hardenbergstrasse 16-18, 1 Berlin 12.

DUSSELDORF: INTERNATIONAL FASHION AND SALES WEEK (IGEDO) – March 20-23.
* Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1. (Tel. Langham 6740).

BERLIN: FASHION WEEK – April 13-22.
* Apply, Industrie und Handelskammer zu Berlin, Hardenbergstrasse 16-18, Berlin 12.

DUSSELDORF: INTERNATIONAL FASHION AND SALES WEEK (IGEDO) – April 24-27.
* Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1. (Tel. Langham 6740).

CHANGES IN TRADE FAIRS AND EXHIBITIONS ANNOUNCEMENTS

BECAUSE *of pressure on space all the various classified lists of trade fairs and exhibitions will be published in full only on the dates indicated below:*

	Date last published	Date next published
Europe	*This issue*	*Sept.* 3
United Kingdom ...	*May* 7	*Aug.* 6
Outside Europe ...	*April* 2	*July* 2

Amendments and additions to the three lists will be shown in the issues of the intervening weeks.

No responsibility is taken for the standing of organizations or individuals mentioned in the lists, and dates, etc., may be subject to alteration.

*The Board of Trade Export Promotion and Fairs Branch, Queen Anne's Mansions, Queen Anne's Gate, S.W.*1. *(Tel. Abbey* 7877, *Ext.* 3557, *Germany and Scandinavia*: 2783, *France, Italy, Benelux, Switzerland, Austria, Finland, Irish Republic, Greece, Turkey and Middle East*: 3558, *United Kingdom and Rest of the World) will be glad to answer general inquiries, but applications should be made to the organizers or United Kingdom agents for details of costs and conditions of participation. Export Promotion and Fairs Branch can also provide information about other events which, owing to space limitation, are not included in the lists.*

Amendments and Additions to Classified Lists

The fairs and exhibitions given below are amendments and additions to the full lists published in the *Board of Trade Journal* on May 7 and April 2 respectively.

UNITED KINGDOM

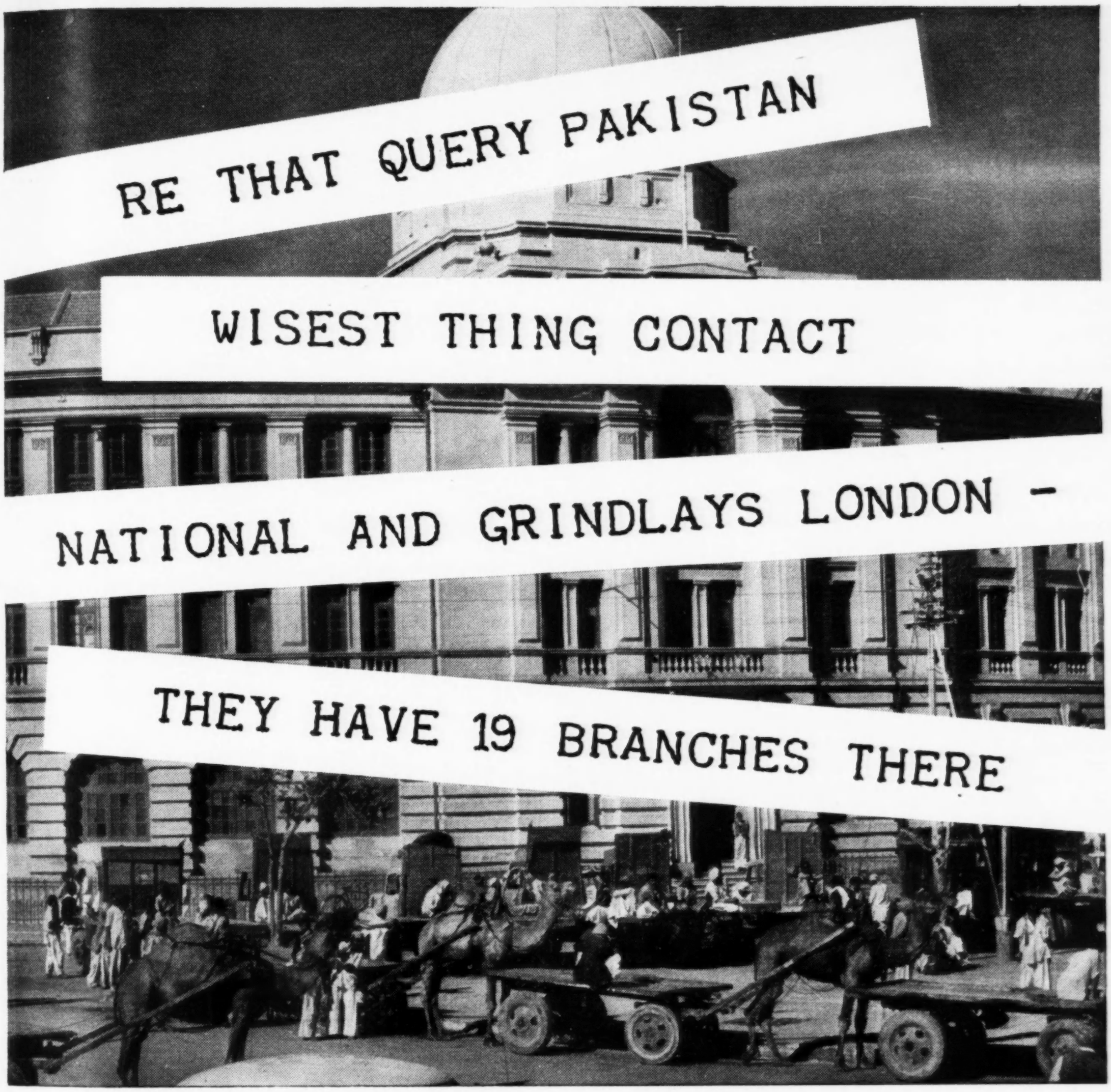
Amendment:

The Board of Trade have been informed that the International Radio and Television Show which was due to be held from August 25-September 4, 1965 has been cancelled.

OUTSIDE EUROPE

Addition:

KARACHI: PAKISTAN INTERNATIONAL FAIR – March 5-April 15, 1966.
Apply, Export Promotion Bureau, Government of Pakistan, Karachi, West Pakistan.



The first step to market information on Pakistan is to take a note of the name and address of the bank that lives there.

NATIONAL AND GRINDLAYS BANK LIMITED

Head Office: 26 Bishopsgate, London, EC2

Branches in India, Pakistan, Ceylon, Aden, Somalia, Kenya, Uganda, Tanzania, Zambia, Rhodesia.
Bankers to the Government in Aden, Kenya, Uganda, Zanzibar.
Associated Banks: Lloyds Bank Limited · National Provincial Bank Limited.

Overseas Trade and Exports

A trade union official learns the problems of exporting

With a view to giving his staff an idea of some of the problems confronting him as an exporter, Mr. Ian de Hamel, managing director of E. B. Hamel & Son Ltd., zip-fastener tape manufacturers, of Tamworth, took with him on a visit to the firm's Scandinavian market, Mr. Colin Chivers, the General Service officer of the National Union of General and Municipal Workers. Mr. Chivers subsequently rendered a report on his trip to Mr. Jack Cooper, the NUGMW General Secretary, and the extracts appended are published as of possible interest to other exporters:

Mr. de Hamel's initiative in inviting a trade union officer to accompany him presented a unique opportunity to see at first-hand something of the problems confronting exporters. It was an education compressed into five days. Several customers were visited; but the situation that developed from a meeting with a Danish customer on January 27 was particularly instructive because it illustrated a whole complex of problems.

Several months earlier, Hamel's agent had advised this customer that rising costs compelled them to ask for higher prices for the two widths of tape supplied. At the time this had apparently been accepted by the customer as reasonable and inevitable, but at a meeting with him, the customer at once got down to business by disclosing that he had received quotations from Dutch and German suppliers as low as or below the existing prices being paid to Hamel's, and that there would soon be no duty on the product imported from Holland. For good measure, he added that consignments from Holland or Germany would travel overland and would not be subject to delay; while consignments from Tamworth might be held up in British ports.

The customer rightly described this as a difficult position for both parties. His own desire to avoid breaking his association with Hamel's was plain. In this he was typical of the Scandinavian customers whom I met. There is a great fund of goodwill in Scandinavia for the British exporter. The meeting was adjourned until Friday morning to enable Mr. de Hamel and his agent to discuss the new situation.

During this long and detailed discussion it became clear that labour costs, although having a significant influence on an exporter's competitive ability, were only one among many factors. Hamel's need to improve prices rested not only upon higher wages but also on increases in other costs.

The raw material which the firm uses in the manufacture of zip-fastener tapes is cotton yarn, which, since it is a 'manufactured article' and not a *basic* raw material, is not exempt from the import surcharge if imported. Hamel's have to import a substantial proportion of their yarn, and this has increased their cost of production by upwards of 7 per cent.

Delay, whether in production or in transit, confronts Hamel's customers with difficulties. The tapes which they buy from Hamel's are not held in stock, because stock-holding absorbs space and finance which could be more profitably used in other ways; they go almost straight into production. Any interruption in the flow of supplies brings production to a standstill, and the advantage of not holding large stocks of tape is lost.

In the case of a product which enters into the production of another article, the producer must know all there is to be known about the production and marketing of the final product if he is to be able to anticipate the service which will be needed. For the manufacturer of zip-fastener tapes, the zip-fastener is not the final product. The final product is the article in which the fastener is used. In Copenhagen Mr. de Hamel and Mr. Hoy-Petersen (the agent) manifested their interest in final products by closely examining, under the astonished gaze of onlookers, the zip-fasteners on the clothes and other articles displayed in a big department stores.

It was explained to me that in business competition there is no such thing as *the* price. There is the cost price and there is the market price; and in competition the supplier seeks to arrive at a figure between the cost price and the market price (and as near as possible to the market price) at which negotiations with the customer can begin. It is also sometimes necessary, where an exporter is selling more than one line, to decide on a 'permutation' of prices. It may be desirable, in order to retain business in one line, deliberately to risk losing business in another.

For the adjustment of price policy when competition is keen, the British exporter needs to know not only the differences between his price and those quoted by his competitors, but also the reasons for them. For this, a wide range of information is necessary. The British exporter needs to know not only all there is to be known about his own situation in relation to each customer but also as much as can be known or assessed about his competitors in all countries, in particular:

Their labour costs;
Their overheads;
The sources and prices of their raw materials;
The effects of tariffs;
Their productive capacity and the extent to which it is used;
The terms of payment they offer;
The services they can and are willing to provide;
Any special relationship with the customer concerned.

Costs to a thousandth of a penny

Detailed discussion of the situation occupied every available moment between visits to other customers. Mr. de Hamel and Mr. Hoy-Petersen scrutinized their own costs, some aspects of which were calculated to thousandths of a penny: slide-rules were constantly in their hands. Every foreseeable development in the relationship with the customer was considered. Eventually it was decided to meet the competition by a permutation of prices. The existing price would be offered for one width of tape which Hamel's were more anxious to continue supplying; for the other width, which the firm were less anxious to continue supplying, a substantial increase in price would be asked.

There are many parallels between wage negotiations and negotiations between a manufacturer and a customer. But there is one important difference. If trade union representatives leave the negotiation table without success, the workers whom they represent are at least no worse off than before the negotiations began. But if a manufacturer fails in an effort to negotiate continued business with a customer, everything is lost so far as that customer is concerned, and the livelihood of many workpeople may be threatened.

It was, therefore, a very tense moment when, on the morning of Friday, January 29, the meeting with the customer was resumed and Mr. de Hamel presented his proposals. There were three possibilities: the customer might reject the proposals entirely, and Hamel's might lose all the business; he might accept continued supplies of the width offered at the existing price, but decline to accept the price increase for the other width; or he might accept the proposals entirely.

The customer's satisfaction at being offered one width at the existing price was evident, but he reacted to the proposed price for the other width as if he had been stung. The situation looked black, but after some quick calculations, the customer accepted the proposals in principle although he haggled fiercely over the odd farthing – and got his way. Thus Hamel's retained all the business, but to do so they had to sacrifice one-fifth of the price increase they had been seeking.

In any attempt to break into a new market, price is the main criterion, because the customer can only be convinced *by experience* of the exporter's ability to meet his technical requirements and provide the quality and service required. In this respect it is essential for the agent to have the necessary technical qualifications.

With the passage of time, however, a good exporter can, by the service he provides, develop a relationship with his customers which facilitates negotiation. Where this relationship exists, it is important for the exporter to strengthen it by refraining from pressing to the limit any negotiating advantage he may temporarily possess.

Mr. de Hamel's personal interest in his export customers prompted me to ask him whether he could say to what extent the shortcomings of Britain's export performance were due to lack of managerial interest. His reply was immediate and brief: 'Almost wholly'. But I learned during the trip that exporting means hard, continuous and often nerve-wracking work, and that export trade can only be won and retained at some sacrifice of profits.

With this in mind, I asked Mr. de Hamel whether he could suggest what could be done to make management more export-conscious. His answer was that the only short-term incentive would be to make the home market less profitable (after tax) than exporting. In the longer run, however, it was essential to make management sharply aware of the fact that the work and sacrifices involved in exporting are essential if Britain is to survive and prosper as a trading nation.

TRADE AND FINANCIAL ARRANGEMENTS

Double Taxation Agreement–Jamaica

THE COMMISSIONERS FOR Inland Revenue announced that the Double Taxation Agreement with Jamaica which was signed on April 2, 1965, was published on May 26 as the Schedule to a draft Order in Council.

Benelux and Hungary

IT WAS ANNOUNCED in the Dutch official journal *Economische Voorlichting* of April 21, 1965, that after trade talks in Budapest, Hungarian and Benelux representatives initialled a protocol regulating trade for 1965 within the framework of the 1963 trade agreement. Subject to ratification by the interested countries, the protocol provides for an approximate increase of 15 per cent in mutual trade.

Among the major items the Benelux countries will export to Hungary are agricultural goods, flax, wool, wool combings and waste, rayon yarns and synthetic fibres, photographic materials, chemical and pharmaceutical products, blast furnace products, non-ferrous metals, machinery and equipment, electrical components and accessories, paper and paper board, etc.

In return, Hungary will export to the Benelux countries horses, dried vegetables, various seeds for agriculture and horticulture, crude vegetable oils, tomato puree and fruit juices, wines and spirits, chemicals, furs, matches, fancy leather goods, wooden furniture, textiles, clothing, footwear, iron and steel tubes, industrial machinery, electrical equipment, sport and camping equipment, etc.

Detailed information on the quotas is available. All inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 3463), quoting reference CRE 7406 G.

Rumania and Turkey

IT WAS ANNOUNCED in the Turkish *Official Gazette* dated May 3, 1965 that a protocol supplementing the Trade Agreement of April 5, 1954, between Turkey and Rumania was signed in Ankara on February 24, 1965, for the year commencing April 1, 1965.

Under this protocol the main quotas for Rumanian exports to Turkey will be mineral oils and waxes, chemicals, plastic materials, paper and paperboard, man-made fibres, glass products, iron and steel pipes and tubes, diesel engines, pumps, refrigeration equipment, machine tools, machinery and equipment, and electrical goods.

In return Turkey's main quotas for exports to Rumania will be fresh fish, dried fruits, nuts, tea, cotton, cotton piece-goods, woollens, tobacco, iron ore, chrome ore and boracite.

Detailed information on the quotas is available.

All inquiries relating to this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E.11, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 449 or 450.)

Bulgaria and Turkey

IT WAS ANNOUNCED in the Turkish *Official Gazette* dated April 30, 1965, that a protocol supplementing the Trade and Payments Agreement of February 23, 1955, between Bulgaria and Turkey was signed in Ankara on January 29, 1965, for the year commencing April 1, 1965.

Under this protocol the main quotas for Bulgarian exports to Turkey will be chemicals and pharmaceutical products, fertilizers, plastic materials, man-made fibres, glass products, iron and steel products, hand and machine tools, machinery and electrical equipment.

In return Turkey's main quotas for exports to Bulgaria will be fish, dried fruits, nuts, rabbit skins, cotton yarn and cotton piece-goods, textile products and knitted goods, iron, chrome and manganese ore, boracite, salt, walnut and beech wood, molasses and tea.

Detailed information on the quotas is available.

All inquiries relating to this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E.11, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 449 or 450.)

Turkey and USSR

DETAILS of a new trade protocol between Turkey and the USSR, signed in Moscow on March 22, were published in the Turkish *Official Gazette* on April 10, 1965.

The protocol, which covers the period April 1965 to March 1966 establishes detailed quotas for commodities in which trade is expected to take place during the year. Turkish exports to the Soviet Union will include livestock, tobacco, citrus and other fruit, olives, cotton, wool and mohair, copper and various manufactured goods. Soviet exports to Turkey will include oil and petroleum products, coke, chemicals, iron and steel products, machine and hand tools, a variety of machinery and parts, components for the assembly of vehicles and some consumer goods, e.g., musical instruments.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2617), quoting reference CRE 11275/G.

Morocco and Poland

THE MOROCCAN *Bulletin Officiel* of April 21 announced the signing of a protocol to the trade agreement of 1959 between Morocco and Poland. It is valid for the year commencing January 1, 1965.

Moroccan exports to Poland will include foodstuffs, citrus fruits, phosphates, iron, zinc and copper ore, cork and cotton and Polish exports in return will include agricultural products, textiles, timber, coal, hardware, chemical and pharmaceutical products, iron and steel products, machinery and equipment, etc.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

Morocco and Czechoslovakia

THE MOROCCAN *Bulletin Officiel* of April 21 published details of the long-term trade agreement of 1964 between Morocco and Czechoslovakia as it applies for the year ending February 20, 1966. Quota lists under the agreement are unchanged from the previous year, but quota values have been increased slightly in a number of cases.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4.

Morocco and Sweden

THE MOROCCAN *Bulletin Officiel* of April 21 announced the renewal, for a further year from February 1, 1965, of the protocol to the trade agreement of 1960 between Morocco and Sweden. Quotas under the agreement remain unchanged.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

Tunisia and the Congo Republic (Leopoldville)

THE TUNISIAN *Journal Officiel* of May 11-14 announced the renewal for a further year from May 30, 1965, of the trade agreement of 1964 between Tunisia and the Congo Republic (Leopoldville). Quotas under the agreement are unchanged from the previous year and again no quota values are given.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

India and Iraq

A PROTOCOL was signed in Baghdad on November 22, 1964, extending the Iraqi/Indian Trade Agreement of 1962 until September 30, 1966.

Previous information about this notice appeared in the *Board of Trade Journal* on February 7, 1964.

Mail for Dominican Republic

IN THE *Board of Trade Journal* of May 28, page 1231, the General Post Office advised the public not to post any air or surface mail from the United Kingdom for the Dominican Republic. It is now announced that, until further notice, the postal service to the Dominican Republic is restricted to air mail only.

Information for exporters

Brief details are given below of overseas inquiries for British products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the 'Export Service Bulletin'.

The Bulletin, published daily, is available to manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H35, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

Calls for tender

Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 404 and 406). Please quote reference numbers, country and commodity in all inquiries. The date given is the closing date, and refers to the current year unless otherwise indicated.

*Tender documents are available on loan in those cases marked with an asterisk.**

The number in brackets indicates the Bulletin in which published.

ANGOLA

(104/65) Wires and Cables for Servicos Municipalizados de Agua E Electricidade. Closing date not known. Tender documents (in Portuguese) available. E.S.B. 19039/65.*

AUSTRALIA

(103/65) Air-conditioning Services for Public Buildings Department. July 6. E.S.B. 19025/65.

(102/65) Transformers for the Wide Bay-Burnett Regional Electricity Board. (Further Information.) Tender documents now available. E.S.B. 18188/65.*

(102/65) Transformers for Brisbane City Council. June 25. E.S.B. 18435/65.*

(102/65) Coaxial Line Equipment for Postmaster-General's Department, Melbourne. June 29. E.S.B. 18739/65.*

Cairns Regional Electricity Board:

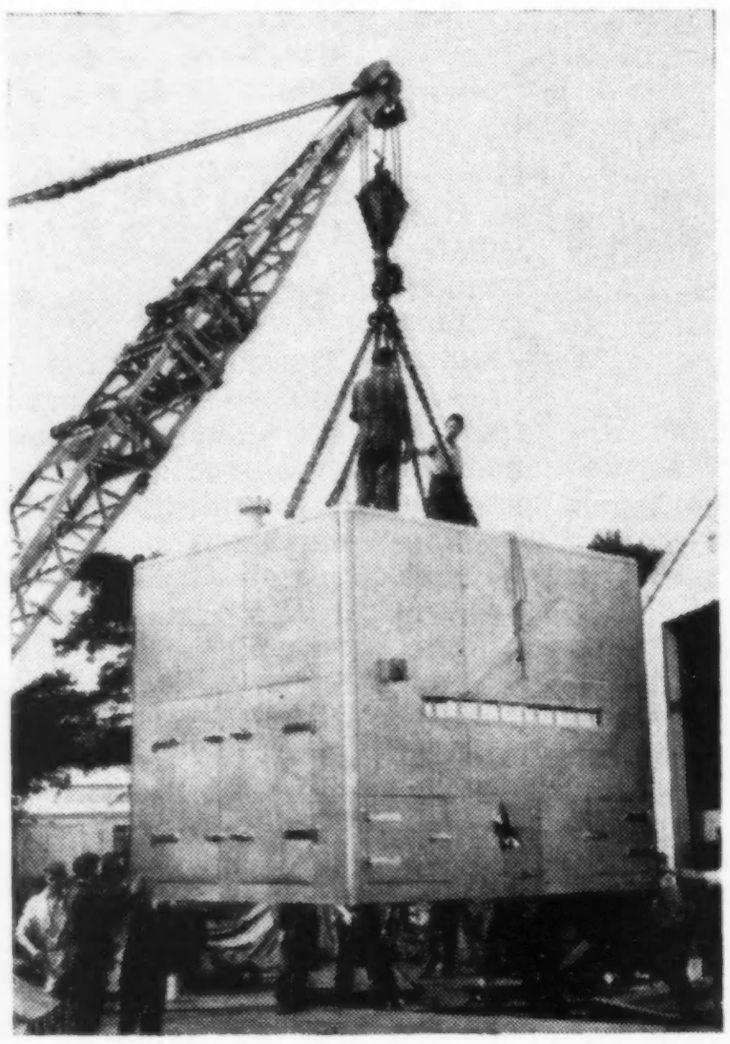
(104/65) Recording Meters. June 23. E.S.B. 19040/65.

(104/65) Transformer. June 23. E.S.B. 19042/65.

(103/65) Circuit Breakers. June 23. E.S.B. 19041/65.*

BECHUANALAND

(104/65) Cable and Overhead Lines for Francistown Township Offices. June 18. E.S.B. 19067/65.



What is claimed to be the largest automatic package plate freezer yet produced is seen here being loaded for dispatch to the Findus Organization in Germany. It is said to be capable of freezing 1½ tons of spinach per hour. Clarke-Built Ltd., of Thetford, Norfolk, the manufacturers have despatched eight automatic package plate freezers to Spain, Holland, Sweden, Germany, Australia and Canada.

BOLIVIA

(104/65) Generating Sets for Ministry of Public Works and Communications. Late July. E.S.B. 19038/65.

(103/65) Telephone Equipment for Telefonos Automaticos S.A. July 10. E.S.B. 19026/65.*

BURMA

(102/65) Fork-lift Trucks, Low Loader for Agricultural and Rural Development Corporation. (Further Information.) Tender documents now available. E.S.B. 17877/65.*

(103/65) Vehicles for Petroleum and Mineral Development Corporation. Closing date not known. E.S.B. 18767/65.

(101/65) Pumps; Air Compressors for Industrial Development Corporation. June 30. E.S.B. 18471/65.*

(101/65) Textiles for Defence Department. June 30. E.S.B. 18468/65.*

(103/65) Consultancy Services (Power Station) for the Electricity Supply Board. June 30. E.S.B. 18783/65.*

(102/65) Tyres and Tubes for People's Stores Corporation. June 21. E.S.B. 18749/65.*

Electrical Stores Corporation:

(101/65) Soldering Lead. June 21. E.S.B. 18466/65.*

(101/65) Electric Motors. June 30. E.S.B. 18467/65.*

(101/65) Electrical Equipment. June 16. E.S.B. 18469/65.*

(102/65) Electrical Equipment. June 16. E.S.B. 18750/65.*

(101/65) Torchlights and Bulbs. June 31. E.S.B. 18465/65.*

CANADA

(105/65) Switchgear for Manitoba Hydro. June 24. E.S.B. 19379/65.*

(101/65) Crane for National Harbour Board. June 24. E.S.B. 18166/65.*

CEYLON

(102/65) Aluminium Capsules for Gal Oya Development Board. June 16. E.S.B. 18487/65.

(104/65) Envelopes for Ministry of Finance. June 29. E.S.B. 19076/65.*

Ministry of Land, Irrigation and Power:

(105/65) Vehicles. July 13. E.S.B. 19071/65.

(102/65) Air-conditioning Plants. July 6. E.S.B. 18492/65.

(104/65) Air-conditioning Plant. July 13. E.S.B. 19070/65.

Ministry of Health:

(103/65) Pharmaceuticals. June 29. E.S.B. 19028/65.

(104/65) Malathion. August 3. E.S.B. 19029/65.*

(104/65) Hospital Equipment. August 10. E.S.B. 19030/65.*

(105/65) Emetine Hydrochloride, etc. (Further Information.) Tender documents now available. E.S.B. 14876/65.*

COLOMBIA

Colombian Railways:

(101/65) Telephone Channels. July 15. E.S.B. 18403/65.

(101/65) Sound Equipment. June 30. E.S.B. 18401/65.

DENMARK

(102/65) Bridge Construction for Ministry of Public Works. September 13. E.S.B. 18281/64.

EL SALVADOR

(103/65) Laboratory Equipment for La Proveeduria General de la Republica. July 8. Tender documents (in Spanish) available. E.S.B. 19020/65.*

FORMOSA

Central Trust of China:

(105/65) Paper. June 23. Tender documents now available. E.S.B. 19349/65.*

(105/65) Valves and Fittings. June 18. E.S.B. 19347/65.*

(105/65) Metallograph. June 22. E.S.B. 19345/65.*

(105/65) Lead Pipe. June 22. E.S.B. 19369/65.

(*Continued on page* 1267)

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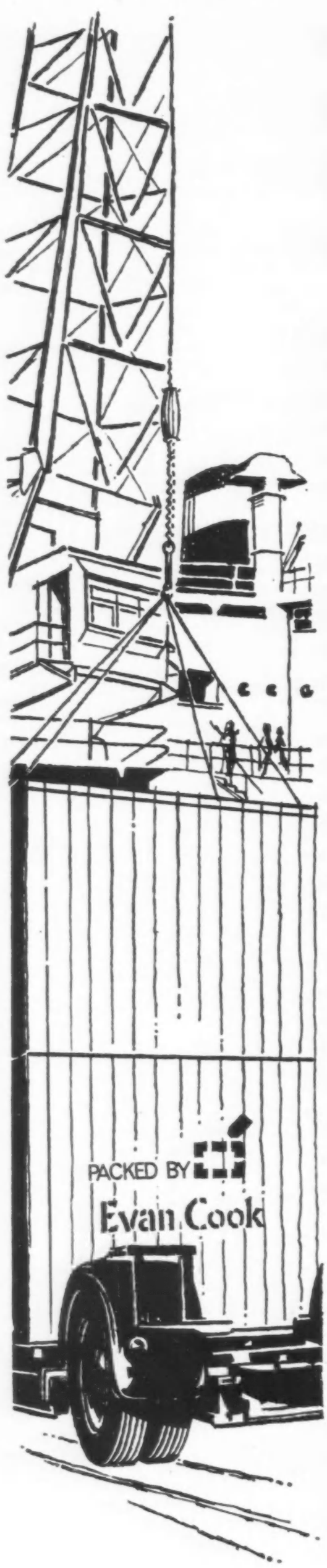

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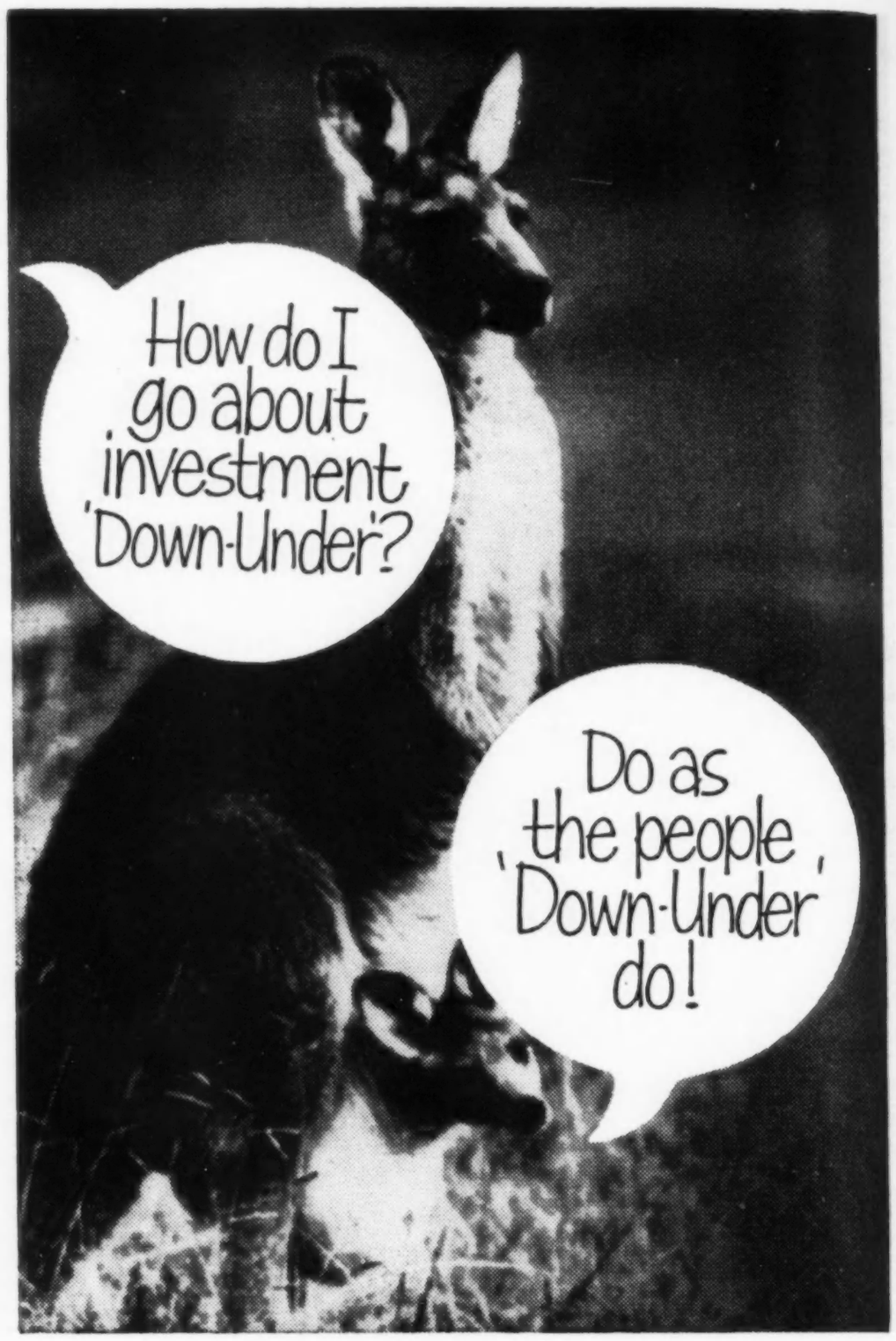

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(105/65) **Diesel Engine.** June 22. E.S.B. 19370/65.*
(105/65) **Survey Instruments.** June 22. E.S.B. 19376/65.*
(105/65) **Telegraph Equipment.** June 19. E.S.B. 19377/65.*
(105/65) **Mixers.** June 19. E.S.B. 19348/65.*
(105/65) **Coal Testing Equipment; Laboratory Equipment.** June 22. E.S.B. 19371/65.*
(105/65) **Steel Sheet Piling and Accessories.** June 25. E.S.B. 19372/65.*
(105/65) **Steam Pressure Reducing and Desuperheating Station.** June 22. E.S.B. 19373/65.*

GREECE

(103/65) **Generating Equipment** for Institute of Social Insurance. June 22. E.S.B. 19006/65.*
(103/65) **Mast Radiator** for Hellenic National Broadcasting Institute. July 26. E.S.B. 19024/65.*
(105/65) **Tape Transmitter** for Ministry of National Defence. July 1. E.S.B. 19336/65.*
Ministry of Trade:
(105/65) **Laboratory Equipment.** June 16. E.S.B. 19098/65.*
(105/65) **Crane.** June 17. E.S.B. 19099/65.*
(103/65) **Telecommunications Apparatus.** July 6. E.S.B. 19011/65.*
(103/65) **Agricultural Machinery.** June 28. E.S.B. 19012/65.*

INDIA

(101/65) **Mobile Crane** for Hindustan Shipyards Ltd. (Further Information.) Tender documents now available. E.S.B. 15624/65.*
(101/65) **Rolling Stock for Ministry of Railways.** July 20. E.S.B. 18717/65.*
(102/65) **Zinc** for Koyna Project, Maharashtra State. July 12. E.S.B. 18765/65.
(103/65) **Sluice Gates and Hoists** for Yamuna Valley Development. Closing date has now been extended to August 5. Tender documents and drawings now available. E.S.B. 13597/65.*
(102/65) **Transformer; Winding Wire** for Gammu and Kashmir Government. June 20. E.S.B. 18710/65.
(101/65) **Dam Equipment** for Madras State Electricity Board. (Further Information.) Tender documents now available. E.S.B. 17325/65.*
(103/65) **Film Projection Equipment** for Chittaranjan Locomotive Works. June 29. E.S.B. 18798/65.
(101/65) **Rope Drum Hoists** for Mechanical Stores Division. Closing date now postponed to June 21. E.S.B. 9994/65.*
(101/65) **Machine Tools; Pumps; Diesel Engines** for Rajasthan Underground Water Board. Closing date has been postponed to June 28 in respect of Drilling Rigs. E.S.B. 14462/65.
(103/65) **Electrical Equipment** for U.P. State Electricity Board. (Further Information.) Tender documents now available. E.S.B. 16121/65.*
(101/65) **Transformers** for Singareni Collerics Co. June 17. E.S.B. 18458/65.
Atomic Energy Establishment:
(102/65) **Two-pen Recorder.** June 25. E.S.B. 18780/65.*
(102/65) **Pressure Transmitters and Controller.** June 28. E.S.B. 18782/65.*
(103/65) **Vac-Ion Pump.** June 22. E.S.B. 18774/65.*
(103/65) **Wafer Spinner; Microprobes.** June 23. E.S.B. 18777/65.
(102/65) **Temperature Recorders-cum-Controllers.** June 25. E.S.B. 18781/65.*
(102/65) **Annealing Furnace.** June 24. E.S.B. 18754/65.*
(102/65) **Temperature Programme Controller.** June 24. E.S.B. 18778/65.*
(102/65) **Temperature Controller/Recorder.** June 24. E.S.B. 18779/65.*
(103/65) **Steel Sheets.** (Further Information.) Tender documents now available. E.S.B. 16167/65.*
(103/65) **Frequency Charger.** June 22. E.S.B. 18776/65.
(104/65) **Shearing and Punching Machine.** (Further Information.) Tender documents now available. E.S.B. 18773/65.*
Beas Purchase Organization:
(101/65) **Crane Accessories.** (Further Information.) Tender documents now available. E.S.B. 16143/65.*
(101/65) **Tractors.** (Further Information.) Tender documents now available. E.S.B. 16492/65.*
(101/65) **Locomotive.** (Further Information.) Tender documents now available. E.S.B. 16493/65.*
(101/65) **Rear Dumpers.** (Further Information.) Tender documents now available. E.S.B. 16490/65.*
(101/65) **Tractors.** (Further Information.) Tender documents now available. E.S.B. 16491/65.
(102/65) **Locomotive.** (Further Information.) Tender documents now available. E.S.B. 16494/65.*
(102/65) **Arc Welding Sets.** July 6. E.S.B. 18484/65.
(103/65) **Battery Sets.** July 14. E.S.B. 18481/65.
(102/65) **Pneumatic Equipment.** July 26. E.S.B. 18474/65.
(103/65) **Air Compressor.** July 7. E.S.B. 18482/65.
(106/65) **Drill Sharpener.** July 12. E.S.B. 19384/65.
(106/55) **Cable.** July 21. E.S.B. 19607/65.
(106/65) **Rubber Sockets.** July 12. E.S.B. 19606/65.
Punjab State Electricity Board:
(105/65) **Insulators.** June 18. E.S.B. 19305/65.
(105/65) **Transformers.** June 16. E.S.B. 19303/65.
(105/65) **Cable.** June 17. E.S.B. 19304/65.
(105/65) **Disc Insulators.** June 24. E.S.B. 19308/65.
(106/65) **Air Break Switch.** June 21. E.S.B. 19306/65.
(106/65) **Conductor Accessories.** June 23. E.S.B. 19307/65.
(106/65) **Cross Arms.** July 5. E.S.B. 19380/65.
(106/65) **ACSR Conductor Accessories.** July 23. E.S.B. 19382/65.
(106/65) **Meters.** July 15. E.S.B. 19381/65.
Directorate of Supplies and Disposals:
(105/65) **Saw Sharpener.** July 6. E.S.B. 19342/65.*
(102/65) **Copper Tubes.** June 30. E.S.B. 18493/65.*
(103/65) **Electrodes and Flux.** July 7. E.S.B. 18794/65.
(101/65) **Lathes.** June 19. E.S.B. 18718/65.*
Bharat Earth Movers Ltd.:
(105/65) **Steel Castings.** June 26. E.S.B. 19337/65.
(105/65) **Steel Forgings.** June 19. E.S.B. 19338/65.

IRAN

(102/65) **Rails** for Iranian State Railways. (Further Information.) Closing date postponed to July 19. E.S.B. 3793/65.*

IRAQ

(106/65) **Tin Plate** for Government Oil Refineries Administration. June 26. E.S.B. 19394/65.
(102/65) **Printing and Binding Machinery** for Ministry of Defence. (Further Information.) Closing date postponed to June 20. E.S.B. 11468/65.*
Iraqi Ports Administration, Basrah:
(106/65) **Copper Wire.** June 24. E.S.B. 19312/65.
(106/65) **Lamps.** June 17. E.S.B. 19313/65.
(106/65) **Distribution Boards.** June 24. E.S.B. 19314/65.
(106/65) **Pumps.** July 18. E.S.B. 19315/65.
General Drugs and Chemicals Imports and Distribution Co.:
(104/65) **Vaccine.** June 30. E.S.B. 19034/65.
(104/65) **Pharmaceuticals and Chemicals.** June 30. E.S.B. 19035/65.
(104/65) **Plasma.** June 30. E.S.B. 19036/65.
(104/65) **Vaccine.** June 30. E.S.B. 19037/65.

IRISH REPUBLIC

(103/65) **Steel Tumbler and Shaft** for Dublin Port and Docks Board. June 21. E.S.B. 19015/65.

KOREA

Office of Supply:
(102/65) **Laboratory Equipment.** June 17. E.S.B. 18790/65.*
(103/65) **Drills.** June 22. E.S.B. 19003/65.*
(103/65) **Laboratory and Testing Equipment.** June 21. E.S.B. 19001/65.*

LEBANON

(101/65) **Cables** for L'Administration des Adjudications Publiques. May 29. Tender documents (in French) available. E.S.B. 18463/65.*
(103/65) **Grain Silo** for Executive Council of Major Projects. (Further Information.) Closing date postponed to June 29. E.S.B. 20709/63.

LIBYA

(102/65) **Tanneries** for Ministry of Industry. June 16. E.S.B. 18722/65.
(102/65) **Construction of an Air Terminal** for Ministry of Communications. July 19. E.S.B. 18723/65.

MALAGASY REPUBLIC

(102/65) **Hospital Equipment** for Direction Generale de la Sante Publique Direction Administrative. July 26. E.S.B. 17867/65.*

MALAYSIA

(103/65) **Laboratory Equipment** for Central Supplies Office. June 23. E.S.B. 18172/65.*
Ministry of Health, Singapore:
(104/65) **X-ray Equipment and Accessories.** June 21. E.S.B. 19073/65.
(104/65) **Hospital Equipment and Accessories.** June 21. E.S.B. 19074/65.
Public Works Department, Singapore:
(103/65) **Crane.** (Further Information.) Tender documents now available. E.S.B. 18170/65.*
(103/65) **Sludge Tanks and Water Tower.** (Further Information.) Tender documents now available. E.S.B. 18171/65.*

MOZAMBIQUE

(102/65) **Electric Motors and Spares** for Lourenço Marques Municipality. June 18. E.S.B. 18762/65.
Ports, Railways and Transport Department:
(103/65) **Tools (Various).** June 29. E.S.B. 18730/65.
(103/65) **Electrical Equipment.** June 24. E.S.B. 18732/65.
(102/65) **Washers, Bolts and Rivets.** June 23. E.S.B. 18729/65.

NEW ZEALAND

(102/65) **Transmitting Equipment** for New Zealand Broadcasting Corporation. July 12. E.S.B. 18792/65.*
(102/65) **Switchgear** for Municipal Electricity Department, Christchurch. June 24. E.S.B. 18791/65.*
General Post Office:
(105/65) **Tarpaulin Fabric and Yarn.** June 25. E.S.B. 19087/65.*
(102/65) **Adhesive Tape.** June 21. E.S.B. 18479/65.*
(102/65) **Pliers.** June 22. E.S.B. 18786/65.*
(105/65) **Arresters.** June 29. E.S.B. 19094/65.*
(105/65) **Hand Tools.** June 28. E.S.B. 19095/65.*
(102/65) **Ribbons (Inked).** June 24. E.S.B. 18785/65.*

PAKISTAN

(105/65) **Pump Equipment** for Chandpur Irrigation Project. (Advance Information.) E.S.B. 19090/65.
(103/65) **Highway Construction** for Communications and Works Department. (Prequalification.) Closing date not yet known. E.S.B. 19022/65.
Agricultural Development Corporation:
(105/65) **Hand Sprayers.** June 22. E.S.B. 19344/65.*
(101/65) **Hand Sprayers.** June 22. E.S.B. 18476/65.

SOUTH AFRICA

Cape Provincial Tender Board:
(106/65) **Brushes.** June 22. E.S.B. 19363/65.
(106/65) **Science Apparatus.** June 22. E.S.B. 19362/65.*
(106/65) **Surgical Instruments.** June 29. E.S.B. 19364/66.*
(106/65) **Educational Aids.** June 25. E.S.B. 19366/65.*
State Tender Board, Pretoria:
(104/65) **Photographic Chemicals.** June 16. E.S.B. 19060/65.*
(104/65) **Bandsaw.** June 16. E.S.B. 19064/65.*
(104/65) **Lathe.** June 16. E.S.B. 19053/65.*
(104/65) **Transformers.** June 17. E.S.B. 19082/65.
(104/65) **Public Address System.** June 25. E.S.B. 19048/65.*
(104/65) **Transmitter/Receiver.** June 23. E.S.B. 19050/65.*
(104/65) **Radio Receiver.** June 25. E.S.B. 19047/65.*
(104/65) **Radio Equipment.** June 24. E.S.B. 19049/65.*
(104/65) **Slitting Blades.** June 16. E.S.B. 19054/65.*
(104/65) **Pharmaceuticals.** June 16. E.S.B. 19043/65.*
(104/65) **Chemicals and Pharmaceuticals.** June 16. E.S.B. 19061/65.*
(104/65) **Pharmaceuticals.** June 16. Tender documents now available. E.S.B. 19066/65.*
(104/65) **Battery Charging Unit.** June 18. E.S.B. 19045/65.
(104/65) **Pharmaceuticals.** June 16. E.S.B. 19058/65.*
(104/65) **Steam Calorifier.** June 18. E.S.B. 19044/65.*
(104/65) **Microscope.** June 16. E.S.B. 19059/65.*
(104/65) **Egg-turning Apparatus.** June 16. E.S.B. 19057/65.*
(104/65) **Recording Meters.** June 16. E.S.B. 19065/65.*

SPAIN

(104/65) **Constructional Projects and Equipment** for Ministerio de Obras Publicas. Closing date not known. E.S.B. 19081/65.
Ministerio del Aire:
(101/65) **Cranes; Runway Sweepers.** July 7. E.S.B. 18461/65.
(105/65) **Airfield Project.** Closing date not known. E.S.B. 19096/65.

TANZANIA

(106/65) **Capes** for Central Tender Board. (Amendment to requirements.) Tender documents now available. E.S.B. 17885/65.*
(104/65) **Parking Meters** for City Council, Dar-es-Salaam. June 25. E.S.B. 19079/65.*

THAILAND

(101/65) **Planing Machine** for State Railway of Thailand (Yod-Se). June 29. E.S.B. 18742/65.*

TURKEY

(104/65) **Pipeline Project** for Turkish Petroleum Corporation. (Advance Information.) Closing date not known. E.S.B. 19075/65.
(102/65) **Presspan Board** for State Supply Office. August 26. E.S.B. 18496/65.*

UNITED STATES OF AMERICA

Bureau of Reclamation:
(105/65) **Radial Gates.** June 17. E.S.B. 19084/65.*
(105/65) **Electrical Equipment.** June 17. E.S.B. 19086/65.*

URUGUAY

Administracion Municipal de Transportes:
(102/65) **Electric Bulbs.** June 28. E.S.B. 18498/65.
(101/65) **Iron Plate.** June 29. E.S.B. 18497/65.

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On June 1 a group of 11 young business executives – whose ages range from 22 to 36 – left to visit the United States on a two-week reconnaissance training scheme organized by the British Institute of Management. The party – half of which will be based in Chicago and half in New York – will undertake individual studies of marketing conditions at the consumer and trade level in a number of different products. This picture shows the party during a briefing session in London. Seen here are (centre, seated) Lord Watkinson (Group managing director of Schweppes, and Chairman of the Committee for Exports to the United States of America) and (second from left, back row) Mr. John Marsh (director of the British Institute of Management).

Afghanistan
(103/65) Inquiry for clothing; consumer goods; domestic electric products; stationery articles. E.S.B. 18020/65.

All Countries
(106/65) Export assistance. 987/G.

Australia
(102/65) Agency inquiry for camping equipment; hardware lines. E.S.B. 18540/65.
(103/65) Agency inquiry for food products. E.S.B. 17492/65.
(103/65) Inquiry for ceramic tiles; floor tiles and coverings; furniture. E.S.B. 18323/65.
(103/65) Inquiry for automotive plant, equipment and accessories; camping appliances. E.S.B. 18582/65.
(103/65) Inquiry for Christmas decorations; interior decorators' supplies; store display materials. E.S.B. 18379/65.
(102/65) Inquiry for electronic and scientific instruments. E.S.B. 16970/65.
(105/65) Inquiry for gas ovens; process cookers. E.S.B. 19123/65.

Bolivia
(102/65) Inquiry for batteries. E.S.B. 18386/65.
(102/65) Inquiry for textiles. E.S.B. 13420/65.
(102/65) Inquiry for explosives; petroleum industry equipment. E.S.B. 18284/65.

Canada
(103/65) Agency inquiry for ropes. E.S.B. 18279/65.
(104/65) Inquiry for motors. E.S.B. 18999/65.
(106/65) Inquiry for jewellery; linen gift items; pottery; wall hangings. E.S.B. 19221/65.
(104/65) Inquiry for marine machinery and equipment. E.S.B. 18824/65.
(103/65) Inquiry for gift items and curios; heavy machinery; hotel and restaurant equipment; laundry and dry cleaning chemicals, supplies and machinery; pottery and wall plaques; sheet glass. E.S.B. 18571/65.
(102/65) Inquiry for napery; playing cards; soap; wax. E.S.B. 17956/65.
(102/65) Inquiry for miniature lamps. E.S.B. 18317/65.

Canary Islands
(105/65) Agency inquiry for foodstuffs; supermarket items. E.S.B. 5312/65.

Costa Rica
(103/65) Inquiry for road building equipment. E.S.B. 17781/65.

Fiji
(105/65) Inquiry for jewellery. E.S.B. 19193/65.

France
(104/65) Agency inquiry for office supplies; stationery E.S.B. 18905/65.
(103/65) Agency inquiry for building, heating and water fittings. E.S.B. 17984/65.
(103/65) Agency inquiry for chemicals. E.S.B. 18697/65.
(102/65) Agency inquiry for woodworking hand tools. E.S.B. 17142/65.
(102/65) Agency inquiry for textile fabrics. E.S.B. 18205/65.
(101/65) Agency inquiry for boats; boat fittings. E.S.B. 18341/65.
(101/65) Agency inquiry for antiques; gifts; hollowware. E.S.B. 18066/65.
(102/65) Agency inquiry for furniture. E.S.B. 18238/65.
(105/65) Agency inquiry for china, glass and metal gift items; pottery ware. E.S.B. 18977/65.
(105/65) Inquiry for poultry rearing equipment; soil testing equipment. E.S.B. 19134/65.

Germany, Federal Republic of
(102/65) Agency inquiry for paper processing machines and automation equipment. E.S.B. 18563/65.
103/65) Agency inquiry for knitwear. E.S.B. 18696/65.
(103/65) Agency inquiry for lubricants and lubricating oils. E.S.B. 18564/65.
(104/65) Agency inquiry for furniture. E.S.B. 14806/65.
(104/65) Agency inquiry for clothing; knitwear. E.S.B. 18971/65.
(105/65) Agency inquiry for furniture. E.S.B. 19169/65.
(101/65) Agency inquiry for steel sheets. E.S.B. 18346/65.
(101/65) Agency inquiry for confectionery; foodstuffs. E.S.B. 18297/65.
(105/65) Agency inquiry for automobile equipment; cleaning machinery; concrete mixers; forklift trucks; garage doors; garbage disposal units; hammers; lawnmower-snow miller; wheelbarrows. E.S.B. 18355/65.
(104/65) Inquiry in respect of house and kitchen equipment; machine tools; electrical goods and appliances; toys; foodstuffs; textiles; clothing and other manufactures. E.S.B. 17275/65.
(103/65) Inquiry for women's knitwear and outerwear. E.S.B. 18700/65.
(103/65) Inquiry for lobsters. E.S.B. 18566/65.
(103/65) Inquiry for perambulators and hard goods for children. E.S.B. 18569/65.
(103/65) Inquiry for rubber boots, mats and profiles. E.S.B. 17630/65.
(102/65) Inquiry for conveyor belting. E.S.B. 18250/65.
(102/65) Manufacture under licence – glass fibre reinforced polyester. E.S.B. 18400/65.

Hong Kong
(104/65) Inquiry for air compressors; concrete mixers. E.S.B. 13523/65.
(102/65) British Week. E.S.B. 12368/65.

India
(103/65) Industrial Development. E.S.B. 16770/65.

Iran
(104/65) Inquiry for machine tools; metal sheets; rods and bars; steel profiles. E.S.B. 16382/65.
(101/65) Manufacture under licence – grinding wheels. E.S.B. 18239/65.

Iraq
(101/65) Agency inquiry for builders' hardware; piece goods. E.S.B. 17666/65.
(104/65) Importation of motor vehicles. E.S.B. 26243/64.
(102/65) Inquiry for lamps, fittings, wires, cables and general electrical materials. E.S.B. 18312/65.

Irish Republic
(104/65) Agency inquiry for clothing; swimcaps. E.S.B. 18313/65.

Italy
(102/65) Agency inquiry for ceramics; crystalware; cutlery; porcelain. E.S.B. 18281/65.
(105/65) Agency inquiry for interlinings; linen, textiles. E.S.B. 18915/65.
(103/65) British Week in Milan. E.S.B. 6079/65.

Jamaica
(104/65) Agency inquiry for haberdashery; handbags; handkerchiefs; leather products; sweaters; table linen; textiles. E.S.B. 18204/65.
(104/65) Agency inquiry for ceramic tiles. E.S.B. 17184/65.

Kenya
(103/65) Agency inquiry for science packs. E.S.B. 13671/65.
(105/65) Inquiry for starch; washing powder. E.S.B. 18605/65.
(104/65) Inquiry for cotton bandages and absorbent gauze. E.S.B. 17411/65.
(103/65) Inquiry for wellington gumboots. E.S.B. 18319/65.

Lebanon
(101/65) Inquiry in respect of industrial machinery, equipment and materials. E.S.B. 4623/65.

Malaysia
(104/65) Inquiry for benzene hexachloride. E.S.B. 18583/65.

Morocco/Czechoslovakia
(105/65) Trade Agreement. C.R.E. 7156/G.

Morocco/Poland
(105/65) Trade Agreement. C.R.E. 8299/G.

New Zealand
(105/65) Agency inquiry for resins. E.S.B. 19206/65.
(105/65) Agency inquiry for electrical equipment. E.S.B. 19202/65.
(101/65) Agency inquiry for holloware. E.S.B. 18262/65.
(103/65) Agency inquiry for lift and escalator equipment. E.S.B. 18882/65.
(104/65) Inquiry for light machinery. E.S.B. 18878/65.
(103/65) Inquiry for agricultural chemicals; timber preservatives. E.S.B. 18691/65.
(102/65) Inquiry for merchandise handling equipment. E.S.B. 18391/65.
(101/65) Manufacture under licence – chemical products. E.S.B. 18078/65.

Pakistan
(102/65) Inquiry for fluorescent lighting plant. E.S.B. 18396/65.

Philippines, Republic of the
(105/65) Inquiry for mining equipment. E.S.B. 18568/65.

Portugal/South Africa
(102/65) Trade Agreement. C.R.E. 6139/G.

Rhodesia
(103/65) Inquiry for motor coaches. E.S.B. 18682/65.
(101/65) Inquiry for cycle chains; machine for producing mineral drinks; plastics products and machinery for producing plastics products; re-refined oil. E.S.B. 17967/65.

South Africa
(102/65) Inquiry for domestic hardware; holloware; mincing and slicing machines. E.S.B. 20244/63.
(101/65) Inquiry for electrical and electronic equipment. E.S.B. 17792/65.
(106/65) Manufacture under licence-garden furniture; ladders; trellis work, wooden toys. E.S.B. 18561/65.

Spain
(103/65) Collaboration – printing inks. E.S.B. 18640/65.
(105/65) Public works projects. E.S.B. 18926/65.

Sudan
(101/65) Agency inquiry for bicycles; cushions; shoe polishes and creams; sports cycles. E.S.B. 18245/65.

Sweden
(102/65) Agency inquiry for dresses. E.S.B. 17290/65.
(102/65) Inquiry for leather strapping. E.S.B. 18327/65.
(104/65) Inquiry for skivers. E.S.B. 9546/65.

Sweden/Poland
(103/65) Trade Agreement. C.R.E. 5055/G.

Switzerland
(103/65) Agency inquiry for automobile paints. E.S.B. 18820/65.
(105/65) Inquiry for propeller shafts. E.S.B. 19127/65.
(104/65) Inquiry for tea. E.S.B. 18667/65.

Thailand
(103/65) Inquiry for building materials. E.S.B. 18592/65.

Tunisia/Rumania
(101/65) Trade Agreement. C.R.E. 13318/G.

Tunisia/Turkey
(103/65) Trade Agreement. C.R.E. 7858/G.

Turkey-U.S.S.R.
(105/65) Trade Agreement. C.R.E. 11275/G.

Uganda
(104/65) Inquiry for bottles; chemical supplies; tablet manufacturing machinery. E.S.B. 18917/65.
(103/65) Inquiry for shirts; shopping bags; suits; upholstery materials. E.S.B. 17653/65.
(103/65) Inquiry for billiard cues. E.S.B. 18615/65.

United Arab Republic (Egypt)
(102/65) Inquiry for electric motors and instruments; electro-plating equipment; hardware; heaters; industrial chemicals; laboratory equipment; metal and metal products; sewing machine equipment; tools; vapour lamps. E.S.B. 18214/65.
(104/65) Inquiry for chemicals, apparatus and supplies for tobacco industry. E.S.B. 19162/65.

United States of America
(105/65) Agency inquiry for ceramic tiles. E.S.B. 17618/65.
(106/65) Inquiry for air compressors; inertia starters. E.S.B. 12940/65.
(106/65) Inquiry for ice cream fillings; packaged confectionery. E.S.B. 18660/65.
(103/65) Inquiry for vinyl fabric. E.S.B. 17983/65.
(104/65) Inquiry for agricultural accessories. E.S.B. 18639/65.
(101/65) Inquiry for disc brake linings. E.S.B. 4207/65.
(102/65) Inquiry for crockery. E.S.B. 18501/65.
(101/65) Inquiry for microscopes. E.S.B. 17704/65.
(103/65) Manufacture under licence in Britain – yoga wheel. E.S.B. 18527/65.
(103/65) Manufacture under licence – balloons. E.S.B. 18613/65.

Various countries
(106/65) The United Nations Special Fund. G.D. 287/65.

Venezuela
(106/65) Agency inquiry for industrial raw materials; linen fibres; vegetable oils. E.S.B. 19199/65.

Vietnam (South)
(103/65) Agency inquiry for chemicals; electrical appliances; metals and metal products; pharmaceuticals; tools; stationery; yarns. E.S.B. 17491/65.

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m. Monday to Friday.

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers. A brochure describing the library's services more fully is available on request.*

The library opens from 9 to 5.30, Mondays to Fridays. (Tel. City 5757, Ext. 368 or Telex No. 25977).

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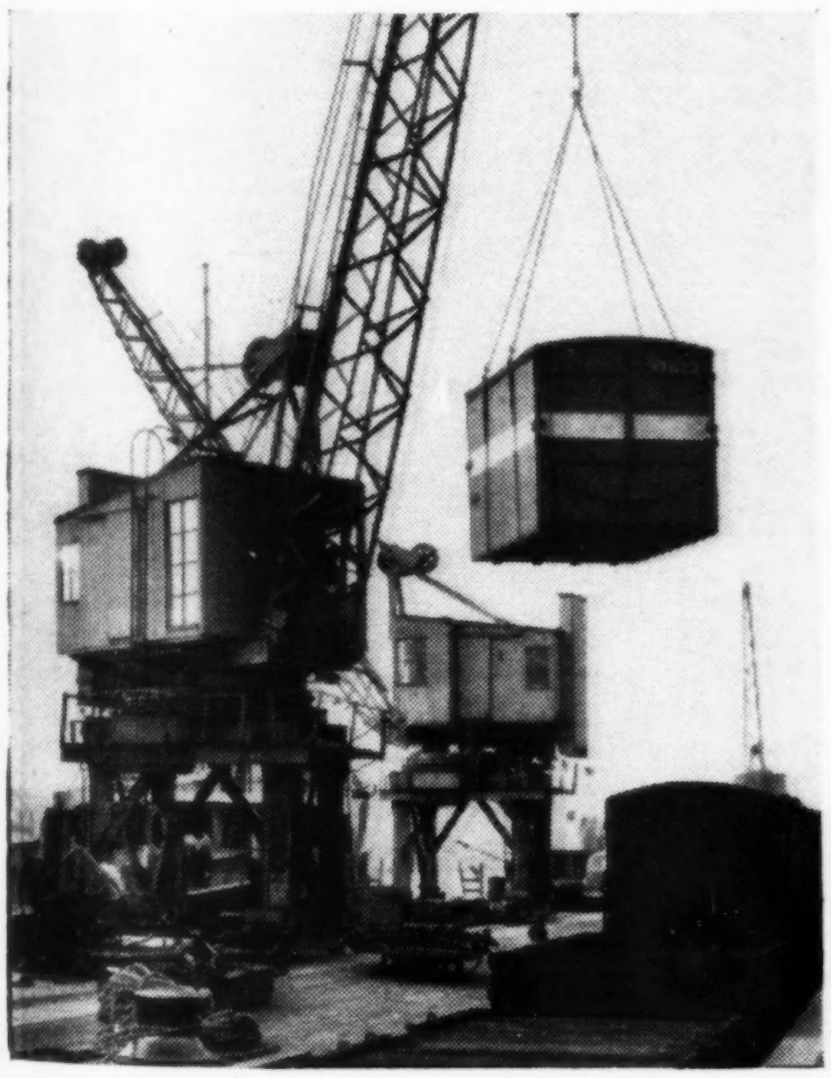

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British Rail Shipping Services

Export Orders

Firms are invited to send in brief details of recent export orders or contracts for mention on this page.

£½ million of equipment for Bermuda – Virgin Islands cable

Equipment worth over £½ million is to be supplied by Standard Telephones and Cables Ltd. for a cable to be laid between Bermuda and Tortola in the Virgin Islands. The 900 mile link will use 30 STC repeaters (i.e., amplifiers placed at regular intervals along the cable), three equalizers in STC demountable housings (for adjustment of the electrical characteristics of the cable during the laying process) and special terminal apparatus including power feeding equipment (for providing power to the electronic circuits of the repeaters and equalizers). The equipment, manufactured at the North Woolwich plant of STC, is of substantially the same type as that used in the COMPAC cable.

The Government of Bermuda have now granted a landing licence to Cable and Wireless Ltd. for the cable, which is part of their £4½ million Eastern Caribbean project. The cable can carry 80 telephone conversations in each direction, each channel being 3 kc/s wide; telex and telegraph services will also be accommodated and the cable will carry traffic to the United States and, via the Commonwealth system, to most countries of the world.

United Kingdom railway equipment for Danish State Railways

J. Stone and Co. (Deptford) Ltd., a member of the Stone-Platt Group, has received a contract valued at about £80,000 from Vognfabrikken Scandia A/S for pressure ventilating equipments for 45 twin rail car sets to be built for operation next year on the Danish State Railways.

Trinidad flour mill orders British equipment

The contract for designing, engineering and equipping a new flour mill for Trinidad Flour Mills Ltd. in Port of Spain has been awarded to Henry Simon Ltd., Stockport. This is the first flour mill contract from the West Indies for this company, although a few years ago they were engaged in the Caribbean area in equipping a mill for Molinos de Puerto Rico.

Robot printing machines for Finland

Two Nig Robot 75 diazoprinters have been exported by the Nig Manufacturing Co. Ltd., of London, to Kopio Palvelo OY, of Helsinki. These are claimed to be the first Robot machines to be sent to Finland, and the order also included more than six tons of sensitized paper. The Robot 75 is a fully automatic combined printer and ammonia developer with automatic separation.

Taken at the English Electric Company's Rugby Works, this photograph shows the packing of low-pressure cylinder bodies, complete with diaphragms, for the first of four 350 megawatt steam turbo-alternator sets being installed in Munmorah Power Station, New South Wales, Australia. When completed in 1969, this station, built for the Electricity Commission of New South Wales, will be the largest in Australia.

£30,000 order from Holland

A £30,000 export order for farm machinery has been received by the Simplex Dairy Equipment Co. Ltd., of Sawston, Cambridge, from Mr. B. L. Algra, a Dutch corn merchant. Mr. Algra called on the Simplex Smithfield Show stand, seeking information about grain drying and storage equipment. When he returned to his office in Holland, he found full particulars awaiting his attention. Impressed with this service, Mr. Algra began negotiations and four plants – averaging 300 tons capacity each – are now being installed. The firm has good export markets for grain and milking equipment in Holland, Belgium, France, Spain, Portugal and South America.

£122,000 order from Russia

A £122,000 order from Russia for British-built copying machinery has been won by Rank Xerox Limited, London. The order is for three Rank Xerox Copyflo printers and eight sets of Standard Xerox equipment, complete with supplies and spares. Last July Rank Xerox held their own exhibition in Moscow in a determined drive to open up the Russian market for xerographic (dry, electrostatic copying) machines. The Russians bought two Copyflo machines then, and this is the first repeat order since the exhibition.

Induction heating plant for France

Garringtons Ltd., Bromsgrove, Worcs., has received a contract from Automobiles M. Berliet, Lyon, France, for the supply and installation of a dual frequency induction billet heating furnace with generating plant and control equipment, having an output of 2,500 kg/hr. This plant is now under construction.

British diesels for East German machines

Perkins Engines Ltd., Peterborough, have received a pilot order for 100 three cylinder diesel engines to power fork lift trucks produced in East Germany. The order – for 43 b.h.p., 2.5 litre 3.152 engines – follows negotiations at the Leipzig Fair between Perkins and DIA Machinen, the East German import agency.

Agreement was reached for VTA two-ton fork lift trucks produced at Leipzig to be offered exclusively on export markets with Peterborough-produced engines. The first order, expected to be followed by larger quantities for different markets, will be delivered to Universal Power Drives Ltd., Perivale, Middx., who will install the engines in trucks for sale in the United Kingdom.

Dumpers for Sarawak

The Public Works Department of Sarawak (Borneo) has recently ordered 10 Muir-Hill 14B and 20 Muir-Hill 10B Dumpers from the Construction Equipment Division of Winget Limited, Gloucester. The order is valued at approximately £65,000. The Public Works Department of Sarawak already has a fleet of 120 Muir-Hill 10B Dumpers in operation.

Aircraft systems ordered by USSR

Negotiations have recently been concluded in Moscow with the State Trading Organisation V/O Aviaexport by senior personnel of A. C. Cossor Ltd., Harlow, Essex for the supply of 50 aircraft systems based on the Cossor SSR.1600 ATC Airborne Transponder. The order, which is worth more than £80,000, is coupled with an option for the further supply of a substantial quantity of transponders together with back-up spares and test equipment.

British firm increases exports 100 per cent

An increase of over 100 per cent in exports in 1964 over the previous year is claimed by Black and Decker Ltd., Maidenhead, Berks. Audited figures issued on May 4 show that within the relevant Customs and Excise specification, more than 420,000 units were exported by the company, compared with some 185,000 in the previous period.

BICC's £2.8 million New Zealand contract completed

British Insulated Callender's Cables Ltd. announced on May 27 that their £2,800,000 contract for the New Zealand Electricity Department for the supply and installation of a total of 76½ statute miles of single core submarine gas filled 250kV dc power cables across Cook Strait had been carried out and that three cables, each measuring 25½ statute miles, had been successfully laid. Making the announcement at a press conference in London, Sir William McFadzean, chairman of BICC, said that this important contract was a notable 'first' for Britain, for the Commonwealth and for BICC as these cables were the longest and – at 1,500 tons each – the heaviest power cables in continuous lengths ever to be made, transported and installed.

The cables which are now in commission form part of a 250kV dc interconnecting system between the North and South Islands of New Zealand.

Export Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses is published on pages i-viii of the Board of Trade Journal *of February 19. Businessmen wishing to avail themselves of this assistance should consult in advance either the regional offices of the Board of Trade (see page viii of February 19 issue) or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757).*

Scientific instruments for Europe

Mr. E. Lawson, manager of the Instrument Division of Cosmocord Ltd., Waltham Cross, Herts, is at present touring Germany, Switzerland, and Italy. The purpose of his visit is to increase the sales of his firm's equipment in these countries and to introduce the products of the newly-formed Instrument Division. These instruments range from accelerometers, 'g' meters, bearing analysers, miniature oscilloscopes, to AC millivoltmeters.

Exporting hydraulic pit props

Sir Geoffrey Barnett, chairman of the Dobson Hardwick Group and W. E. and F. Dobson Ltd., manufacturers of hydraulic pit props and self-advancing roof supports, is visiting South Africa with Mr. L. W. Taylor, a director of Dobson Hardwick and the director and general manager of W. E. and F. Dobson, who is making his tenth business trip to South Africa in three years. They are discussing with the South Africans a version of the Dobson Self-Advancing Roof Support which has been developed specially to suit conditions in the gold mines.

Mr. Taylor has made eight visits to the United States where the company has a resident representative and last year spent two weeks in Communist China. Other countries visited by Dobson's executives in the last three years include Czechoslovakia, Australia, India, Turkey, Canada, Rumania, Ghana, Korea, Yugoslavia, Nigeria, South Rhodesia and most European countries.

Check-weighing equipment for North America

Mr. D. H. Newman, export sales manager of Telomex (Horsham) Ltd., is visiting Canada and the United States on a sales promotion tour. Telomex are manufacturers of electro-mechanical check-weighing equipment and control of volumetric filling equipment used mainly on automated filling lines. Of particular interest to the North American market are their high accuracy versions used in the pharmaceutical, cosmetic, tobacco and butter industries. Mr. Newman will visit the company's agents, call on existing installations and contact potential customers.

Export engineering tour

Mr. P. E. M. Warden, of Export Engineering Services Ltd., Weybridge, Surrey, is leaving on a tour of the Middle and Near East at the end of June when he will visit Libya, Saudi Arabia, Kuwait and Jordan. He will visit agents and principal customers of a group of electrical manufacturers employing the company's services on a co-operative basis.

Instruments for Scandinavia

Mr. C. Beadle, of Sir Howard Grubb Parsons and Company Ltd., Newcastle-upon-Tyne, left for Copenhagen on May 23 to begin a tour of Scandinavia. Sir Howard Grubb Parsons and Co. are well-known manufacturers of scientific and optical instruments and Mr. Beadle will be demonstrating in particular the company's 'Spectromaster' infra-red spectrometer.

Exports to Greece and Turkey

Mr. A. S. Ronai, director of A. Ronai Ltd., London, E.C.4, left London on May 24 to visit Athens, Ankara, Istanbul and Izmir. A. Ronai Ltd., are travelling export merchants and claim to represent over 200 British manufacturers in various parts of the world.

President of Board of Trade meets Trade Mission

Mr. Douglas Jay, President of the Board of Trade met Mr. Elkan Simons, chairman of the Export Council for the Gifts Industry, and members of the Council's trade mission to North America on May 20 before they left for Canada and the United States on May 26. The Mission will visit Montreal, Toronto, Vancouver, San Francisco, Dallas, Chicago and New York meeting American buyers and mounting sample shows of a selection of high quality British gifts, including jewellery, leatherware, table mats, occasional furniture, electric lighting fittings, cutlery, cast pewter, modern and traditional designs in brass and other metal goods. The mission remains in North America until June 17.

Sales tour of North America and Australia

Mr. E. G. Wakeling, managing director of Advance Electronics Ltd., Ilford, Essex, left London on May 14 on a tour of America, Canada and Australia to investigate representation and licensing agreements for the company's export programme. During the five weeks he is away, Mr. Wakeling will call at New York, Philadelphia, Boston, Houston, Chicago, Cleveland, Toronto, Vancouver, Los Angeles, San Francisco and Sydney.

Advance make electronic test instruments, signal generators, voltage stabilization equipment and electronic industrial control equipment.

Design tour to Sweden and Finland

A DESIGN TOUR to Sweden and Finland is to be organized by the Council of Industrial Design from September 7-18 for directors, design executives and designers working in British industry. This is the seventh in the series of tours organized by the CoID to stimulate new thought and interest in industrial design. The itinerary is planned in close co-operation with design organizations in the two countries and will enable tour members to meet informally leading industrialists and designers.

The tour includes visits of outstanding design interest in Stockholm, Turku and Helsinki.

These 33 members of the head office staff of James A. Jobling & Co. Ltd., Sunderland, headed by Mr. Brian H. Turpin, managing director (third from left on platform), have all represented the company overseas.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM)

GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and import regulation changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

FRANCE

Liberalization of imports

THE LISTS of goods, published in the *Board of Trade Journal* of August 14 1964, pages 358-360, remaining subject to quantitative restrictions in France when imported from and originating in the member countries of the former Organization for European Economic Co-operation and their dependent overseas territories, as amended by subsequent notices should be further amended as follows:

LIST I

Delete the following items:

Tariff No.	Description
02.01 A (II) (b)	Meat, of bovine cattle, other than domestic.
08.01 D (II) (a)	Coconuts.
08.12 B	Dried peaches, including clingstones and nectarines.
08.12 D	Dried apples and pears.
09.04 A (I), B (I)	Pepper, whether or not crushed or ground.
09.10 ex E	Mixtures of spices containing pepper.
15.07 B (I) (a)	Castor oil.
15.07 B (I) (aa)	Palm oil.
15.07 B (II) (b)	Palm oil, not for technical or industrial use.
20.03	Fruit, preserved by freezing, containing added sugar.

The following items should be amended as shown:

Tariff No.	Description
	Pears:
	Imported from August 1-November 30:
08.06 B ex (I) ex (b)	Dessert pears.
08.06 B (II) (a) ex (b)	
09.01	Coffee, whether or not roasted or fresh of caffeine; . . . .
	Other seeds:
12.01 ex G (iv)	Other, including other than pulza-nut, karite, mowra and mafura, and *ilipe* seeds.
13.03 A (vi)	Hop.
15.07 B (I) (bb) (u)	Linseed oil.
15.07 B (I) (bb) (v)	Soya oil.
15.07 B (I) (bb) (x)	Pulza-nut oil.
15.07 B (I) (bb) (y)	Other crude oils.
15.07 B (II)	Other than crude oils.
20.07 B (iv)	Apple or pear juice.
22.09 C (I)	Rum, arrack, tafia.
27.01	Coal: briquettes, voids and similar . . . .
27.13 B (I)	Paraffin wax.
27.13 B (II)	Micro-crystalline wax.
27.13 B (III)	Slack wax and scale wax.
34.03 ex A	

Footnote (2). Until December 31, 1964.

Amend the above to read:

	Pears:
	Imported from August 1-December 31:
08.06 B (I) ex (b)	Dessert pears.
08.06 B (II) (a), ex (b)	
09.01	Coffee, whether or not roasted or free of caffeine; . . . .
	Other seeds:
12.01 ex G (iv)	Other, including other than pulza-nut, karite, mowra and mafura, ilipe seeds and mustard seed.
13.03 A (vi)	Hops.
15.07 B (I) (b) (1) (bb) (u)	Linseed oil.
15.07 B (I) (b) (1) (bb) (v)	Soya oil.
15.07 B (I) (b) (1) (bb) (x)	Pulza-nut oil.
15.07 B (I) (b) (1) (bb) (y)	Other crude oils.
15.07 B (I) (b) (2)	Other than crude oils, excluding palm oil.
20.07 B ex (iv)	Apple juice.
22.09 C ex (I)	Rum, tafia.
27.01	Coal, briquettes, ovoids and similar . . . .
27.13 B	Other than ozokerite, lignite wax and peat wax.
34.03 A	

Footnote (2). Until December 31, 1965.

LIST II

Delete the following items:

Tariff No.	Description
55.07	Cotton gauze.
61.07	Ties, bow-ties and cravats.

The following items should be amended as shown:

Tariff No.	Description
	Carpets, carpeting, rugs, mats and matting:
58.02 A (I)	Of silks, waste silk, synthetic textile fibres, etc.
650.05 A (II)	Garments.
	Other articles:
71.12 B	Of rolled precious metal.
	Other articles:
71.13 B	Of rolled precious metal.
	Radio broadcasting:
85.15 ex A (III) (b)	Other than battery functioning.
	Photographic apparatus:
90.07 ex A (II)	Other than for aerial photography:
	Except 'automatic' cameras (in which exposure and processing are carried out automatically).
92.11 B (I)	Record players and automatic record changers.
98.01 B (III) (A) (3)	

Amend the above to read:

	Carpets, carpeting, rugs, mats and matting:
58.02 A ex (I)	Carpets of wool or coarse animal hair containing more than 15 per cent by weight of artificial discontinuous textile fibres.
60.05 A (II)	Outer garments.
	Of rolled precious metals:
71.12 B (I)	Medals obtained by striking.
	Of rolled precious metals:
71.13 B (I)	Medals obtained by striking.
	Radio-receiving:
85.15 ex A (III) B	Battery-functioning.
	Photographic apparatus:
90.07 ex A (II)	Other than for aerial photography:
	Except 'automatic' cameras (in which exposure and processing are carried out automatically).
92.11 A (II) (a)	Record players and automatic record changers.
98.01 B (III) (a) 3	

Add the following items:

Tariff No.	Description
53.11 B	Woven fabrics of sheep's or or lamb's wool, or of fine animal hair, containing more than 15 per cent by weight of artificial and synthetic discontinuous textile fibres.

Import regulations for certain animal products

A PROHIBITION on sanitary grounds of imports into France of flours and meals of blood, meat, offal and greaves unfit for human consumption, appeared in the French *Journal Officiel* of May 12, 1964, and details were published in the *Board of Trade Journal* dated May 29 1964, pages 1197-1199.

The French *Journal Officiel* of May 23, published a general derogation for the import of these products subject to the following conditions:

(1) Examination to be made by the Veterinary Inspector of the Customs post on entry into France;
(2) Presentation to the Veterinary Inspector of a certificate conforming to the specimen in Annexe I of this notice.

When the correct documents are not produced or in the case of an unfavourable result of the veterinary examination, the goods must be transported directly to one of the works listed in Annexe II, under a *laissez-passer* issued by the Veterinary Inspector, to be sterilized by one of the following processes:

(a) Heating by steam in a water-tight container for at least one hour, to a minimum temperature of 120° Centigrade, or,
(b) Heating in a dry atmosphere to a minimum temperature of 110° Centigrade for at least four hours.

ANNEXE I

Certificate to accompany flours and meals of blood, meat, offal and greaves unfit for human consumption, intended to be imported into France.

Je, soussigné ....., vétérinaire officiel à ....., certifie que la marchandise désignée ci-après:

Nature et nombre des emballages:.....
Poids net: .....
Marques apposées sur les emballages:.....
Nom et adresse de l'expéditeur:.....
Nom,-raison sociale et adresse du fabricant:.....
Mode de transport de la marchandise (nom du navire s'il y a lieu).....
Nom et adresse du destinataire:.....

(*a*) A été soumise au chaffage à la vapeur d'eau en récipient étanche pendant au moins une heure, à une température minima de 120 degrés centigrade; ou au chauffage en atmosphère sèche à une température minima de 110 degrés centigrade pendant au moins quarte heures;
(*b*) Ne contient pas de germes pathogènes;
(*c*) A été placée dans des emballages neufs ou stérilisés préalablement au remplissage;
(*d*) Provient d'une usine équipée de facon telle que puisse être exclue toute possibilité de contamination de la marchandise faisant l'objet du présent certificat.

Fait à....., le .....

Cachet officiel. (*Signature*).

ANNEXE II

List of works approved for receiving flours and meals of blood, meat, offal and greaves unfit for human consumption, imported from foreign countries.

Anciens Etablissements Sidap, Etampes (Seine-et-Oise).
Soproga, 50, rue de la Haie-Coq, Aubervilliers (Seine).
Etablissements Trublin, Beuvry-lès-Orchies (Nord).
Etablissements Coignet, Givors (Rhône).

The French text of the above notice may be seen at the Export Services Branch, Board of Trade, Room E.13, Hillgate House, 35 Old Bailey, London, E.C.4.

Import regulations for meat etc., for human consumption

THE FRENCH *Journal Officiel* of May 12 announced that the list of abattoirs in Britain, inspected and approved by the competent authorities in Britain and accepted by the French authorities, should be extended by the addition of the following abattoirs:

Name and Address	Approval No.
Swift & Co. Ltd., Abattoir, Beccles, Suffolk . .	EWS 1
Public Abattoir, Kingston-upon-Hull, Yorks . . .	EWS 27

Previous notices listing approved abattoirs were published in the *Board of Trade Journal* dated March 5, April 2 and May 7.

The French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

Import regulations for green coffee

THE FRENCH *Journal Officiel* of May 16 announced that imports of green coffee (tariff No. 09-01 AI), originating in and imported from all countries, may be effected under the procedure laid down by notice No. 727 of November 25, 1961, relating to the import of liberalized goods without an administrative visa.

The French text of this notice and the original notice No. 727 may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

Imports of fish from Britain under negotiated quotas

THE FRENCH *Journal Officiel* of May 27 announced the opening of the remainder of the quotas for the following products, originating in and imported from Britain, appearing in List B of the Franco-British trade agreement of February 24:

Quota No.	Tariff No.	Products
1	Ex 03-01	Fish, fresh, chilled or frozen: The balance of the quota, now opened, is half the annual quota for 1965. Import licence applications must be accompanied by a *pro-forma* invoice in duplicate, dated, issued by the British Exporter, bearing his stamp and signature and specifying in full the types and qualities of the fish.
2	03-02 B II a ex 2	Fillets of smoked cod: The balance of the quota, now opened, is three-quarters of the annual quota for 1965.

Import licence applications on Form AC and accompanied by *pro-forma* invoices, must reach the Direction des Relations Economiques Extérieures, Service des Autorisations Commerciales (Importations), 8 rue de la Tour-des-Dames, Paris, 9e, before 11.30 a.m. on June 10, 1965. The applications will be examined simultaneously.

Applications for licences may include all types of fish in the above table; however, for species of fish subject to the minimum price regime and which were the subject of a notice in the *Journal Officiel* of April 10, to importers of certain saltwater fish originating in and imported from foreign countries other than member

(*Continued on next page*)

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FRANCE, *continued*

countries of the European Economic Community, imports will not be allowed except at the permitted price levels and by the methods laid down in the said notice.

Details of the notice of April 10 were published in the *Board of Trade Journal* dated May 7, page 1040.

The French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

THE NETHERLANDS

Import duty tariff quotas

A NETHERLANDS Ministerial Order No. D5/3603 of May 18, 1965 (*Nederlandse Staatscourant* No. 93 of May 18), contains an **addition** (reproduced below) to the list of goods to be admitted at a reduced rate of import duty up to annual quota specified against each item when imported from **non-EEC** countries.

Goods imported under the terms of this Order may **not** be re-exported from The Netherlands before they have undergone some form of further manufacture or treatment. (Cleaning, sifting, washing, dyeing, bottling, packing in bags, affixing labels, etc., will not be regarded as having been further manufactured or treated.)

The Order came into force from May 20, 1965

ADDITION

Tariff No.	Description of Goods	Annual Quota (Quantity: Metric tons)		Reduced Import Duty (Per cent)	
		OLD (Prior to Jan. 1, 1965)	NEW (From Jan. 1, 1965)	OLD (Prior to Jan. 1, 1965)	NEW (From Jan. 1, 1965)
ex 29.22 B II	Tetraethylenepentamine . . .	50	31·2*	2	2

* Quota for the first half of 1965.

A previous notice on The Netherlands Import Duty Tariff Quotas was published in the *Board of Trade Journal* of May 14, 1965, page 1112.

PORTUGAL

Drawback of import duty on raw skins

THE PORTUGUESE *Diario Do Governo*, first series, number 73 of April 1, 1965, publishes order number 21,209, authorizing the importation under the drawback system of raw skins classified under Customs tariff item numbers 41.01.01, 41.01.02, 41.01.03, 43.01.01, and 43.01.02 for processing into tanned skins.

Each consignment to be exported under drawback shall be accompanied by a certificate issued by the Junta Nacional dos Produtos Pecuarios, giving the weight, type and state (mode of preparation) of the raw skins imported under drawback in relation by weight or measurement to the finished skins to be exported. The same certificate will also show, when necessary, the elements related to the portion not exported and liable to Customs duties.

Duties in respect of the weight of raw skins indicated on the certificate issued by the JNPP shall be refunded if they conform to all the indications.

In accordance with rules laid down by the Ministers of Finance and Economy, the JNPP shall control the manufacturing activity of the firms when such firms claim benefit from the drawback system.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460 and 462).

Drawback of import duty on raw, artificial or synthetic fibre

THE PORTUGUESE *Diario Do Governo*, first series, number 72 of March 31, 1965, publishes order number 21,205, authorizing the importation under the drawback system of raw, artificial or synthetic fibre for the manufacture of carpets, rugs and runners which also contain other raw materials.

The duties which will be refunded should correspond to the weight of the raw, artificial or synthetic fibres contained in the

(*Continued on page* 1277)

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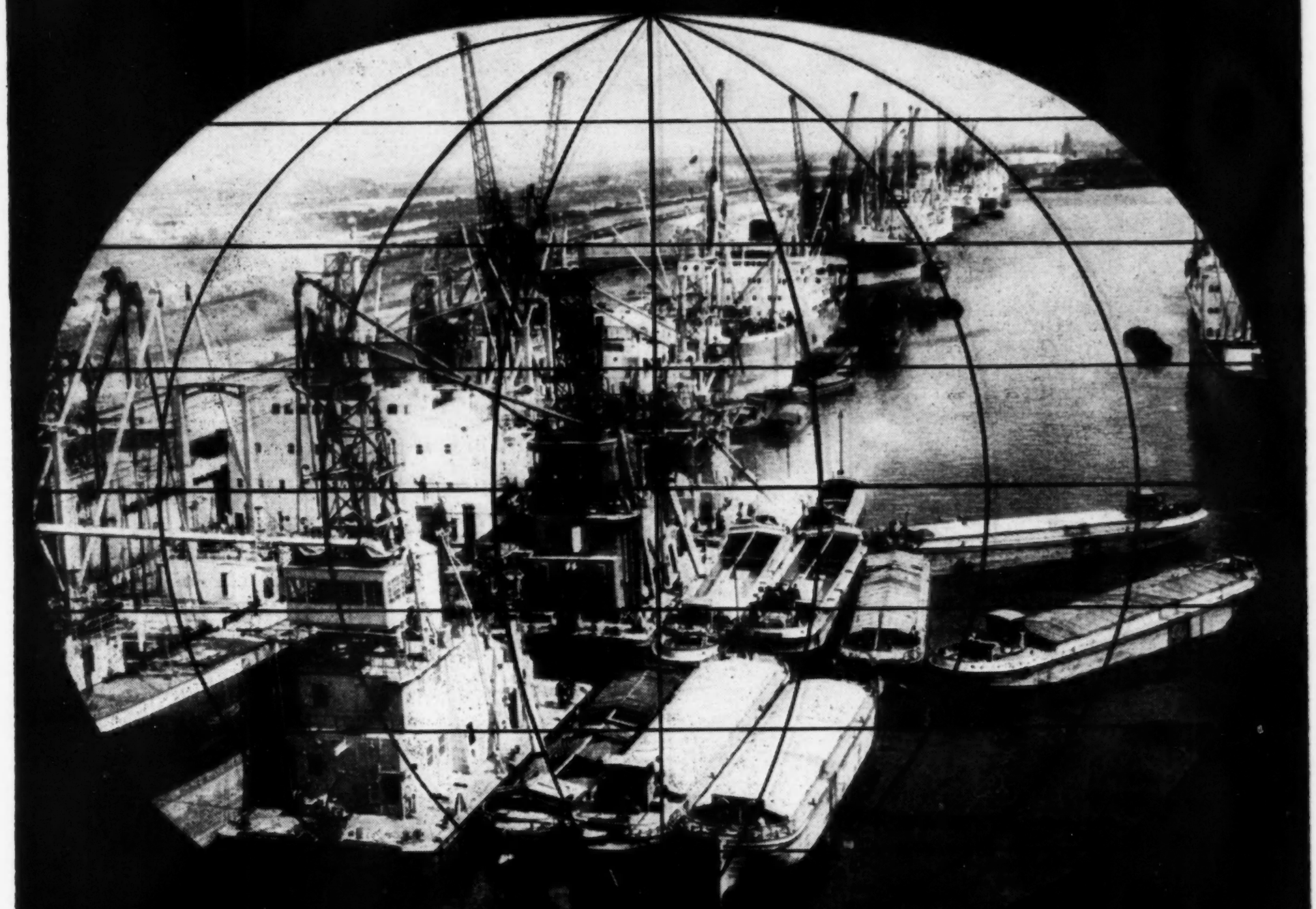
O.C.M. has agencies and fixed control posts all over the country — in the main production centres, at the frontier and in the ports. O.C.M.'s services may be enlisted by permanent contracts or by control orders, transmitted by letter, telegram and telex. For prompt information apply to The Rumanian Commercial Office, 26 Cadogan Square, London, S.W.1.

HULL DOCKS



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Further information from: Chief Docks Manager, British Transport Docks, Hull

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finished products to be exported. These should be declared by the exporter and confirmed by means of an analysis to be made at the laboratory of the Directorate-General of Customs.

Inquiries about this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460 and 462).

SPAIN

Customs duties on sunflower seed oil

IN THE *State Gazette* of May 15 the Spanish authorities announced that the suspension of import duties on sunflower seed oil had been extended until August 2.

Inquiries about this notice should be made to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460 or 462).

DENMARK

Removal of import restrictions

THE GOVERNMENT of Denmark have announced their intention to remove the remaining quantitative restrictions on imports of industrial goods in accordance with Article 10 of the EFTA Convention and as set out in the following timetable. Further notices will appear in the *Board of Trade Journal* as and when the items are liberalized.

A full list of goods which are subject to import licensing was published on pages 360 and 361 of the *Board of Trade Journal* on February 12, 1965.

Item No.	Brussels Nomenclature No.	Description of Commodity
		To be liberalized July 1, 1965
229	ex 17.04	Liquorice confectionery except liquorice all sorts.
236	ex 25.16	Granite in blocks and sheets.
253	40.10	Transmission, conveyor or elevator belts or belting of vulcanized rubber.
254	ex 40.11	Rubber tyres and tubes for bicycles without motor or with an auxiliary motor.
271	ex 48.11	Wallpaper.
551	ex 84.15	Refrigerating cabinets with a volume of not more than 200 litres and parts thereof.
553	ex 84.40	Washing machines for domestic use and parts.
578	ex 84.40	Parts for production of washing machines for domestic use.
554	ex 84.40	Washing machines for laundries.
572	ex 90.26 } ex 90.29 }	Gas meters and parts thereof.
		To be liberalized January 1, 1966
229	ex 17.04	Other sugar confectionery and liquorice all sorts.
242	35.05 } ex 35.06 }	Dextrins and dextrin glues; soluble or roasted starches; starch glues and glues containing starch or starch products.
280	68.01	Road and paving setts, curbs and flagstones, of natural stone.
282	68.14	Friction material.
555	ex 84.22	Lifts and parts thereof.
		To be liberalized July 1, 1966
231	ex 19.08	Biscuits, rusks.
267	ex 46.03	Basketwork and other articles of plaiting materials.
279	ex 64.01 } ex 64.02 }	Footwear with uppers of rubber, footwear on which outer soles are vulcanized.
		To be liberalised December 31, 1966
229	ex 18.06	Chocolate.
233	ex 18.06 } ex 21.07 }	Other food preparations also containing cocoa.
281	ex 68.02	Worked monumental or building stone.

All inquiries relating to this notice should be addressed to Export Services Branch (Tariff Section), Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 458, 459 and 461).

ITALY

Frontier Surtax on imported textile manufactured goods

AN ITALIAN MINISTERIAL DECREE dated February 26, 1965, introduces modifications to the rates of Manufacturing Tax and the corresponding Frontier Surtax on textile manufactured and made-up goods.

Details of the changes can be obtained from Export Services Branch (Tariff Section), Board of Trade, Room E11, Hillgate House, 35 Old Bailey, E.C.4.

KUWAIT

Industrial Law

THE NEW LAW was published in the Kuwait *Official Gazette* on March 15, 1965. Its main effect is to subject the establishment and operation of industries to Government licence: to make this a prerogative of Kuwait nationals: to grant certain fiscal exemptions: and to authorize the Government to impose additional protective duties.

In addition to the advantages offered to local industry by the Industrial Law itself, the Central Tenders Board is already authorized to give preference to local products provided their price is within 10 per cent of the cheapest competing imported product.

Although the Industrial Law provides that Kuwaiti nationals only may establish and operate new industries, overseas participation in the form of know-how and capital is still possible and indeed would be welcomed.

Any new Kuwaiti companies formed for the setting up of a new local industry must be incorporated in accordance with the provisions of the Commercial Companies Law (under which companies must be at least 51 per cent Kuwaiti owned), and must have a Kuwaiti national as the responsible manager and a majority of Kuwaiti nationals on its board.

All inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street (Tel. Abbey 7877, Ext. 2221), quoting reference to CRE/11502/G.

IRAQ

Importation of motor vehicles

IT HAS BEEN ANNOUNCED in the Baghdad press that as from June 1, Iraq Imports and Distribution Company (Nationalized) will be solely responsible for the importation of motor vehicles and spare parts into Iraq. It is not yet known whether spare parts importers will continue to be allowed to import on their own account through the state organizations.

African Iraqi (Nationalized), who previously shared the right of importation of motor vehicles with Iraq imports, will continue to be responsible for the import of tyres, tubes and vehicle batteries.

ISRAEL

Regulations regarding food preservatives

THE ISRAELI official gazette, *Kovetz Hatakanot*, No. 1670 of January 7 gave details of new regulations regarding the use of preservatives in foodstuffs. A translation of these regulations is available for inspection in Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460-462).

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NIGERIA

Import licensing regulations

LEGAL NOTICE No. 56 of 1965, published in the Federal Republic of of Nigeria *Official Gazette* of May 6, announces that Open General Import Licence (Hong Kong) No. 1 of 1963 (referred to in the *Board of Trade Journal* of October 18, 1963, page 887) and subsequently amended, has been further amended with effect from January 2, 1965, by the deletion therefrom of the following items:

SCHEDULE

	Description	Import Group	List No. Item
7	Cotton fabrics, woven	652	All
	Textile fabrics, woven other than cotton fabrics	653	All
	Cordage, cable, rope and twine	655	61
	Fishing nets; Cargo nets	655	63
	Other made-up articles of textiles, n.e.s., including dress patterns	656	99
	Clothing (except fur clothing)	841	All

Note: The effect of this amendment is that specific import licences are now not required for the importation of the above items of textiles from Hong Kong into Nigeria.

RHODESIA, ZAMBIA AND MALAWI

Currency, banking and exchange control

NOTICE WAS GIVEN in the *Board of Trade Journal* of August 28, 1964 of arrangements for the management of the common currency during a transitional period following the dissolution of the Federation of Rhodesia and Nyasaland, and of the establishment of a central bank in each territory.

In the interim each central bank has introduced its own territorial currency, and has been withdrawing the former currency from circulation. The units of currency are the Rhodesian, Zambian and Malawian pounds, and each is on a par with the pound sterling. Notice has been given that the former currency, with the exception of certain coins of small denomination, will cease to be legal tender in each territory on June 1, 1965.

Separate banking and exchange control legislation has also been enacted in each territory, so that each is now responsible for management of its own currency and exchange control. Notice will be given in the *Board of Trade Journal* if any changes in exchange control occur.

PORTUGUESE EAST AFRICA (MOZAMBIQUE)

Amendments to the Import Tariff

THE *Boletim Oficial de Mocambique*, First Series No. 12 of March 20 published Legislative Decree No. 2484 fixing the rates of duty for heading 10.01 (wheat and meslin mixed wheat and rye) and sub-heading 11.01.01 (cereal flour of wheat (not put up for retail sale)) at Esc. 2 and Esc. 4 per kg. respectively.

The Decree authorizes the insertion of the following notes to sub-headings 11.01.03, and 11.01.04:

> 'Does not include wheat flour put up in packages of a weight equal to, or more than, 1 kg.'

This Decree came into force on March 20. Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460 or 462).

REPUBLIC OF SOUTH AFRICA

Invoice form

NOTICE WAS GIVEN in the *Board of Trade Journal* of February 12 (page 365) of new customs regulations which came into force in the Republic of South Africa on January 1, and mention was made of a prescribed invoice form CE/DA S.3.01 for the export of goods to the Republic.

Exporters are reminded that use of this form is obligatory for all shipments of goods due for clearance in South Africa after June 30. Copies of the form are obtainable from commercial printers, and a list of stockists may be obtained, if necessary, from the Export Services Branch, Board of Trade, Room E49, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 461).

LAOS

British Government aid

THE BEGINNING of the British Programme of Aid for Sponsored Commodity Imports to Laos was announced in the *Board of Trade Journal* for May 24, 1963. The commodities to be included in the third year of the programme will include lubricants; chemicals; varnishes, paints; dyes; duplicating ink; insecticides; tyres; inner tubes; cellophane; plastics; paper in rolls and other paper; paper backed lino; fibre board for building; cigarette filters and cigarette paper; stencils and carbon papers; banknote paper; textiles (wool mixture); cotton yarn; sewing thread; embroidery thread; cotton textiles; mosquito nets; other textiles and clothing; nets (including synthetic fibre net for fishing nets); sanitary ware; window glass for industry and agriculture; iron and steel bars and iron and steel sections; iron and steel tubes and iron and steel corrugated sheets; prefabricated iron and steel building units; agricultural hand tools; saws and craftsmen's tools; engines (diesel and petrol) for industry and irrigation, etc.; pumps (liquid lifting) and irrigation pumps; air conditioners and spare parts; commercial and industrial refrigerators; domestic refrigerators, electric and non-electric and spare parts; water filters; lifting and loading machinery (cranes and hoists); sewing machines; machine tools and spare parts; typewriters, calculating machines, statistical machines for offices etc.; electric fans; road tractors and other tractors; jeep type vehicles; private cars (including station wagons); vehicles for communal transport; lorries; accessories and spare parts and garage equipment; bicycles, motor cycles and spare parts; metal office furniture; sports equipment; typewriter ribbons; all types of industrial equipment.

Laotian merchants wishing to import any of the above-mentioned goods have been instructed to obtain pro forma invoices from British manufacturers in support of their licence applications. Allocations of licences in respect of these goods will be made at regular intervals throughout the year.

The pro forma invoices should show marine freight, insurance and transport costs Bangkok/Laos. They should give the number of the Express Transportation Organization tariff according to which these costs are calculated. The invoices should in addition mention unit prices (by item or by packing unit) and not only the total prices. It is essential that invoices are made out in sterling c.i.f. Thanaleng, Pakse or Savannakhet (*not* c. and f. or c.i.f. Bangkok).

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel: Abbey 7877, Ext. 2227 and 2228) quoting reference CRE 1646/2/65.

Air parcels to Laos

FROM June 1 parcels may be sent by air mail to certain places in Laos at a rate of 7s. 9d. per half pound. Further details may be obtained at any Post Office.

MALAYSIA

Tariff advisory board

THE BOARD OF TRADE have been informed by Cable that the Tariff Advisory Board's second list of items to be considered for inclusion in the Malaysian Common Market was published on May 29.

Items are divided into four groups which broadly are:

Group A — Foodstuffs, beverages, footwear and leather.

Group B — Furniture, ceramic products, paints, building materials, plastics, timber, glassware, slide fasteners, pipes and tubes and fittings.

Group C — Electric lamp bulbs, radio telegraph and telephonic transmission equipment, refrigerators, domestic electrical equipment, electric cable.

Group D — Coated textiles, food relishes, printing ink, packing material paperboard, insecticides, vacuum flasks, wire nails, tooth brushes and stockings.

Hearing of group A in Kuala Lumpur June 22-24 and Kuching June 25-26.

Hearing group B Singapore July 6-8.

Group C Kuala Lumpur July 20-22.

Group D Kuala Lumpur August 3-5.

Persons who propose to give evidence must inform the Tariff Board of the fact by June 7, stating clearly product and capacity in which they appear i.e. importer, manufacturer etc. Initial evidence must be in writing and be submitted to the Tariff Board in Kuala Lumpur one week before date of hearing.

Simultaneously, with announcement of Tariff Board hearings, import licensing has been imposed on many of the items in the list. Details vary as between different customs areas.

The following list of items concerned is given for guidance and is not necessarily comprehensive:

Milk and cream, anhydrous butter fat, biscuits, preserved fruits, sugar confectionery, cocoa, chocolate, curry powder and paste, sauces, beer, ale, stout and porter, wood, calcium carbide, pigments, paints, varnishes, artificial plastic materials, regenerated cellulose, artificial resins and related materials, insecticides, certain wood preservatives, leather, manufactures of unhardened vulcanized rubber (excluding foam rubber, except mattresses), articles of furniture of wood, wooden, roofing tiles, agglomerated cork and articles, paper and paperboard, boxes, etc., of paper and board, textile fabrics impregnated with artificial plastics or oil, tiles of asphalt or similar material, clay and refractory construction materials, certain articles of cement etc., certain glass bricks etc., glassware, fittings etc., of iron or steel, copper wire (uninsulated, excluding brassware), aluminium strips etc., manufactured structural parts of metals, certain wire products of copper, wire nails etc., certain household equipment of aluminium, certain manufactures of metals, air conditioning machines, gas compressors for refrigerators, domestic refrigerators (non-electric) and parts, certain insulated electric wire etc., certain telecommunications apparatus, certain domestic electric equipment, certain electric machinery and apparatus, furniture, stockings etc., footwear, toothbrushes, slide fasteners and parts, vacuum flasks etc.

PERU

Amendments to import tariff

IT HAS BEEN reported in the Peruvian Journal *El Peruano* of May 5, 1965 that Supreme Resolution No. 418-H of April 27, 1965 modifies the nomenclature and duties payable on items referring to abrasives.

Article 1: The nomenclature and duties in customs sections included in Position 68.06 of the Import Tariff are modified to read as follows:

Item	Description	*Ad valorem* duty	New specific duty (Soles per gross kilo)
68.06.0.01	On non-waterproof paper or cardboard, with a base of glass, quartz (flint) or garnet	30%	10·00
68.06.0.02	On fabrics, with a base of emery or corundum	30%	20·00
68.06.0.03	On any support, with a base of artificial abrasives	30%	6·50
68.06.0.99	Others	30%	6·50

The increased duties laid down by this Resolution shall come into force 90 days after publication in the Peruvian Journal.

Further amendments to import tariff

IT HAS BEEN reported in the Peruvian Journal *El Peruano* of March 22, 1965 that Supreme Resolution No. 282-H of March 16, 1965 modifies the nomenclature and duties payable on item 87.05.2.01 referring to motor vehicle bodies for trucks and omnibuses.

Article 1: Amplify the title of Sub-position 2 of Position 87.05 of the import tariff, as follows:

2. Assembled or unassembled, consigned to other organizations.

Article 2: Divide section 87.05.2.01 as follows:

Section	Description	*Ad valorem* duty	New specific duty
2.01	For vehicle of Position 87.01: These shall follow the system of the complete vehicles of the type to which they belong.		
2.02	For automobile vehicles for the transport of persons of sub-Position 87.02.2.2: These shall follow the system of the complete automobile vehicles of the type to which they belong.		
2.03	For automobile vehicles for collective transport of sub-position 87 02.3, gross kilo	30%	12·00
2.04	For automobile vehicles for transport of goods, of sub-position 87.02.4, gross kilo	30%	12·00
2.05	For other automobile vehicles of sub-position 87.02.9: These shall follow up the system for complete vehicles of the type to which they belong.		
2.06	For automobile vehicles of position 87.03: These shall follow the system of the complete vehicles of the type to which they belong.		

Article 3: The modification in this Resolution shall come into force 30 days after publication in the Peruvian Journal.

ARGENTINA

Foreign exchange regulations

HM EMBASSY at Buenos Aires report the issue of Argentine Central Bank Circular No. R.C. 227 of May 17 which announces the following dispositions for the payment of freight on goods arriving at Argentine Ports:

For the transport of goods which arrive in transit at Argentine Ports coming from or proceeding to neighbouring countries, the payment of the respective freights may be paid locally in Argentine pesos, provided that within 180 days from the date of the service being rendered, the local payer receives the equivalent value in foreign exchange from abroad and negotiates it in the usual way on the local exchange market.

Within said period, the transporter must obtain from the shippers the respective information regarding the payment of the equivalent value of the freights in foreign currency.

Within 30 days subsequent to the expiry of the time limit, transporting firms shall inform the Central Bank regarding shippers who have not complied with the disposition in respect of negotiating the equivalent value of the freight paid.

Imports of tractors

ARGENTINE DECREE No. 3305 of April 29, 1965, authorizes the import of complete tractors subject to the following scale of sur-

(*Continued on next page*)

ARGENTINA, *continued*

charges and continuous maximum brake horsepower at sea level:

Track type tractors
Less than 12 h.p. with 100 per cent surcharge.
Between 12 h.p. and 85 h.p. with 300 per cent surcharge.
Over 85 h.p. exempt from surcharges.

Three or four wheel tractors
Less than 12 h.p. with 100 per cent surcharge.
Between 12 h.p. and 85 h.p. with 300 per cent surcharge.
Over 85 h.p. and up to 120 h.p. with 200 per cent surcharge.
Over 120 h.p. and up to 130 h.p. with 100 per cent surcharge.
Over 130 h.p. exempt from surcharges.

Modifications to import lists

ARGENTINE MINISTRY of Economy Resolution No. 52 of April 2 modifies as follows the lists attached to Decree No. 5439/59 (as amended by Decree No. 448/64):

Tariff No.	Item
3055	Fabrics of artificial silk excluding those of industrial or technical use, etc. This item is hereby removed from Annex III of Decree No. 448/64.
3055	Fabrics of artificial silk excluding those of industrial or technical use; lustreless leas marked and raised finish and shuttle woven fabrics of nylon acetate exclusively for the manufacture of gloves; fabric made from rayon fibre 40-50 per cent and synthetic fibres, 55-60 per cent approximately; and nylon fabric for the manufacture of asbestos-cement pipes 'Magnani' system. The above item is hereby included in Annex III of Decree No. 448/64.
3055	Nylon fabric for the manufacture of asbestos-cement pipes 'Magnani' system. The above item is hereby included in Annex II of Decree No. 448/64.

Foreign exchange regulations

HM EMBASSY at Buenos Aires report the issue of Argentine Central Bank Circular No. R.C.225 of May 10, which modifies Circular No. R.C. 218 of March 5 (see the *Board of Trade Journal* of April 2, pages 759 and 760) as follows:

Tariff No.	Item
5199	Cameras and projectors used in cinematographic activities. This item has been removed from the list attached to Circular No. 218.
1799/802	Cinematographic filmers and projectors for 35 mm. films or wider, exclusively. This item has been included in the list attached to Circular No. 218.

CHILE

Amendments to import list

THE FOLLOWING AMENDMENTS should be made to the New Chilean List of Permitted and Prohibited Imports, notice of which was given in the *Board of Trade Journal* of December 25, 1964. The percentages of prior deposit required and tax surcharge payable (see Col. 4) are the same, unless otherwise stated. If no figure is given it should be understood that the percentages have yet to be fixed.

Section	Group	Item	Tax/Deposit
IX	45/53	Replace the item: 'Polystyrene with fusion point of over 79°C' by: 'Polystyrene with melting point of over 79°C' . .	17
		After 'Plastics in bars . . . .' insert new item: 'Plasticizers for rubber and synthetic resins.'	
XII	66	After 'Valves for inner tubes' insert new item: 'Cargo motor vehicles, with tipping hoppers, without cabin, with a maximum speed of 25 Km. per hour.	
XIII	79	After 'Replacement equipment for radio stations' insert new item: 'Disposable equipment for intravenous transfusions.'	
XIII	79	Cinematograph films and publicity material . .	40

BARBADOS

Development plan 1965/68

THE GOVERNMENT of Barbados has published a three-year Development Plan for the years 1965/68.

It is the Barbados Government's policy to encourage the development of local industries both in substitution for imports and to expand exports. Despite this, the Plan anticipates that, as the economy expands imports will increase from their 1964 level of £22 million to about £27½ million in 1968.

The Plan forecasts capital expenditure of £8.6 million in the public sector. Trade opportunities should occur for the supply of agricultural and fishing equipment, hotel and school equipment and supplies, water supply equipment, public works plant, parking meters, buses and low cost housing.

A copy of the Plan is available on loan from Export Services Branch, Board of Trade, 35 Old Bailey, London, E.C.4 (reference ESB 15317/65). Applications for loan will be treated in strict rotation.

JAMAICA

Import licensing arrangements

THE LIST of Exceptions to the Jamaica Open General Licence (see *Board of Trade Journal* of April 24, 1964, page 925) has been further amended by:

1. the addition of the following new item:
   111. Mosquito destroyers (anti-mosquito spirals).
2. the *deletion* of sub-item 37(i) and the *substitution* therefor of:
   (i) Amusement machines, including juke boxes (coin operated).

Import licence allocations for tea cloths, tea towels and soft toys

THE JAMAICAN Ministry of Trade and Industry have informed the Board of Trade that licence allocations for tea cloths and tea towels will be 50 per cent, and soft toys 25 per cent, of 1964 imports. These items were recently added to the list of goods which require specific import licences (see *Board of Trade Journal* of May 21, 1965, page 1170).

Inquiries about the above Notices should be addressed, in the

(*Continued on page* 1282)

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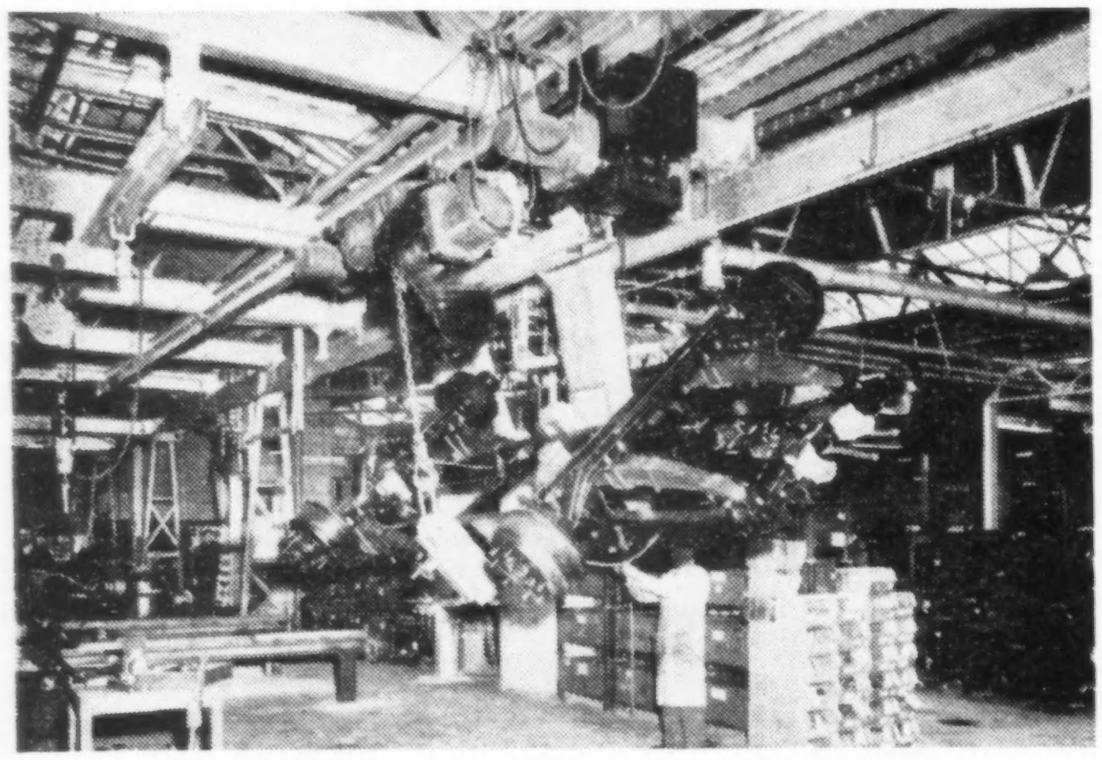
Laurence W. Magrath, European Director, 532 Bonn/Bad Godesberg, Ruengsdorfer Str. 53b, Germany. Telephone: Bad Godesberg 69344.

JAMAICA, *continued*

case of Import Licensing Arrangements, to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 471) and in the case of Import Licence Allocations to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2273), quoting reference CRE 1434/4/G.



A truck chassis already fitted with springs and axles being turned before being fed on to the production line at the Kew, Surrey, plant of Dodge Brothers (Britain) Ltd. Trucks ranging from 6 to 24 gross tons are manufactured at this plant, more than half of them for export.

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Customs tariff changes

THE Board of Trade have received from Jamaica copies of Orders which implements the Customs Duty increases proposed in the 1965 Budget (see *Board of Trade Journal* of May 7, 1965, page 1045). The First Schedule to the Customs Tariff is thereby amended by the *deletion* of items 732-01.1, 062-01.1, 073-01, 112-04.5, 112-04.6 and 122-02 and the *substitution* of the following:

Item No.	Class or Description of Goods	Unit		Rate of Duty	
		Classification	Duty	Preferential Tariff	General Tariff
	Road Motor Vehicles				
732-01.1	Passenger road motor vehicles, complete (other than buses, golf, 'caddy cars or motor cycles) where the cylinder capacity of the engine:				
	(a) Does not exceed 1,199 cubic centimetres . .	No. and cwt.	Value	35½%	57½%
	(b) Exceeds 1,199 cubic centimetres but does not exceed 2,999 cubic centimetres .	No. and cwt.	Value	38%	60%
	(c) Exceeds 2,999 cubic centimetres but does not exceed 3,999 cubic centimetres .	No. and cwt.	Value	40½%	62½%
	(d) Exceeds 3,999 cubic centimetres	No. and cwt.	Value	43%	65%
062-01.1	Sugar confectionery . . .	lb.	Value	38½%	55%
073-01	Chocolate and chocolate preparations (including chocolate confectionery but excluding chocolate biscuits: (Item 048-04.3) . .	lb.	Value	22%	33%
112-04.5	Whisky: Imported in bottle of a strength not exceeding 80% proof spirit	Liquid Gal. proof	Liquid Gal.	£7 15s. 2d.	£9 5s. 10d.
112-04.6	Other	Gal.	Proof	£9 10s. 7d.	£11 3s. 7d.
122-02	Cigarettes	lb.	lb.	£3 2s. 6d.	£3 3s. 6d.

Note: Item 732-01.1 – Passenger Road Motor Vehicles will not now be subject to the additional duties of 10 per cent imposed under the Customs Tariff (Additional Duties) Resolution, 1954, and the 10 per cent imposed under the Customs Tariff (Additional Duties) (General) Resolution, 1964.

Inquiries about the above Notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

UNITED STATES

Investigation of imports of safety pins

THE UNITED STATES Tariff Commission have concluded an investigation under Section 351 (d) (2) of the Trade Expansion Act to determine the probable economic effect on the domestic safety pin industry of restoring the trade agreement rates of duty on safety pins. Under the Trade Expansion Act of 1962, the Commission's advice is to be taken into account by the President before he decides whether or not to reduce or terminate increases in import restrictions imposed in 1957 under the 'escape-clause' procedure.

Copies of the public report are available upon request as long as the limited supply lasts. Requests should be addressed to the Secretary, United States Tariff Commission, 8th and E Streets, N.W., Washington D.C. 20436.

Any inquiries about this notice should be addressed to Commercial Relations and Exports Department (United States Branch), Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2630).

VISITS OVERSEAS BY UNITED KINGDOM BUSINESSMEN

United Kingdom businessmen travelling overseas are urged, in their own interest, to give advance notice to Trade Commissioners and Foreign Service Officers if they propose to call on them, especially if it is intended to ask for information or other help which it may take time to prepare. It is often advisable to telephone for an appointment on arrival.

Export Services Branch and the Regional Offices of the Board of Trade, if approached, will pass information about pending business visits to Overseas Officers and provide letters of introduction.

BRITISH GOVERNMENT CONTRACTORS

These announcements are restricted to firms and companies on the lists of Contractors to H.M. Government Departments.

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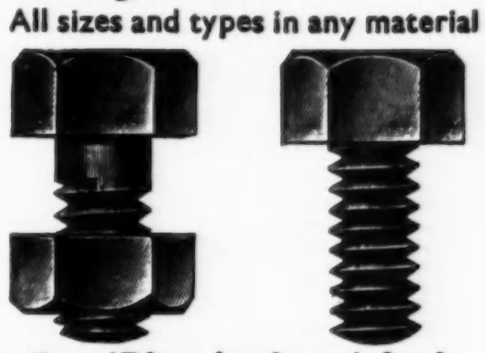

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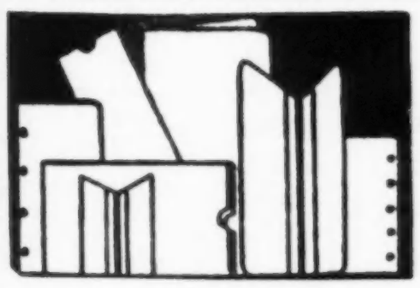

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Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

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—final (Q)	9 April 1965
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Chemical industries production (6-M)	21 May 1965
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Directory of Board of Trade Departments and their work	14 Aug. 1964
ECGD Local Offices	14 May 1965
Official Receivers' Offices	29 Jan. 1965
United States Consular Offices in the UK	14 Aug. 1964

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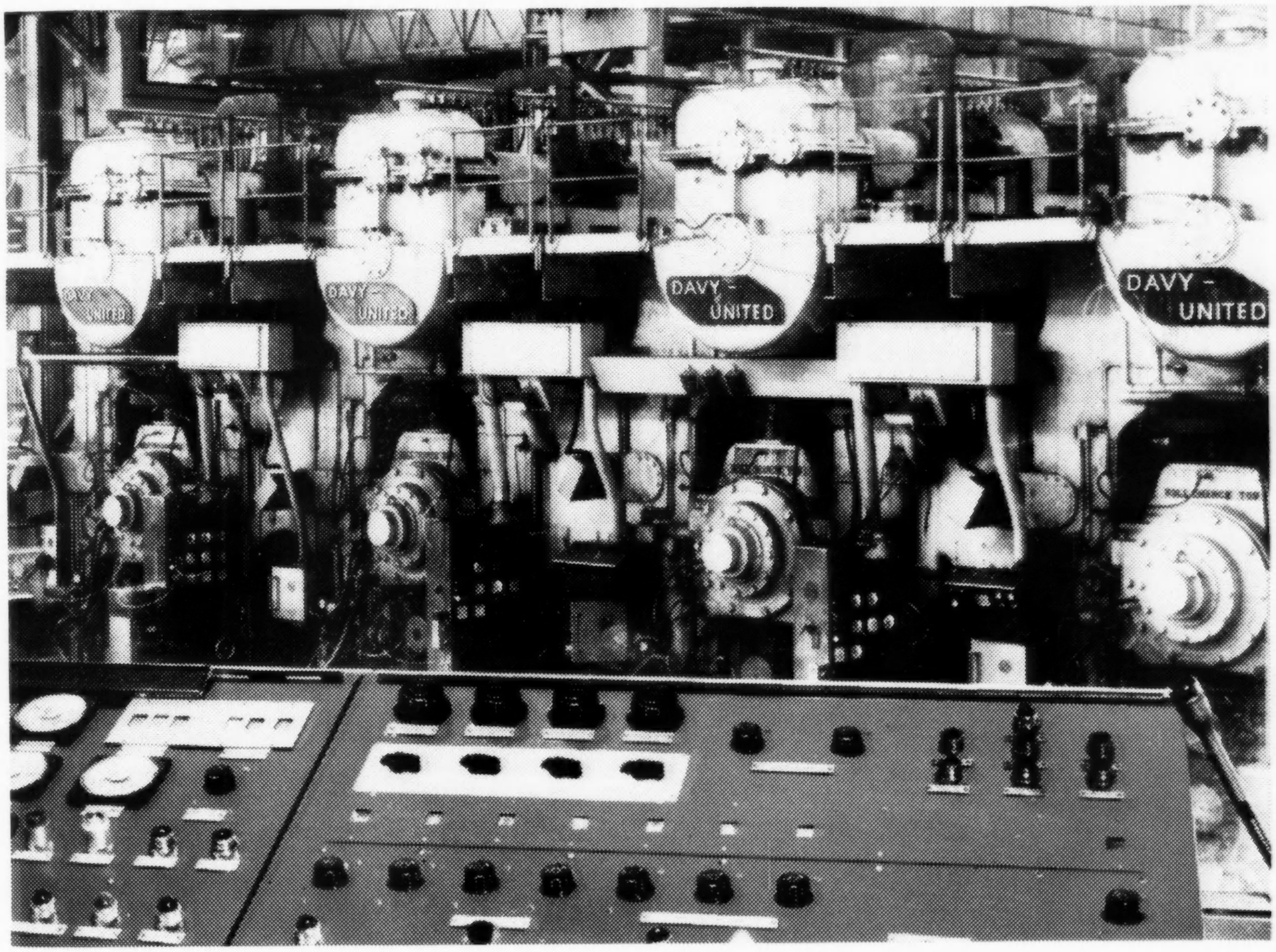

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